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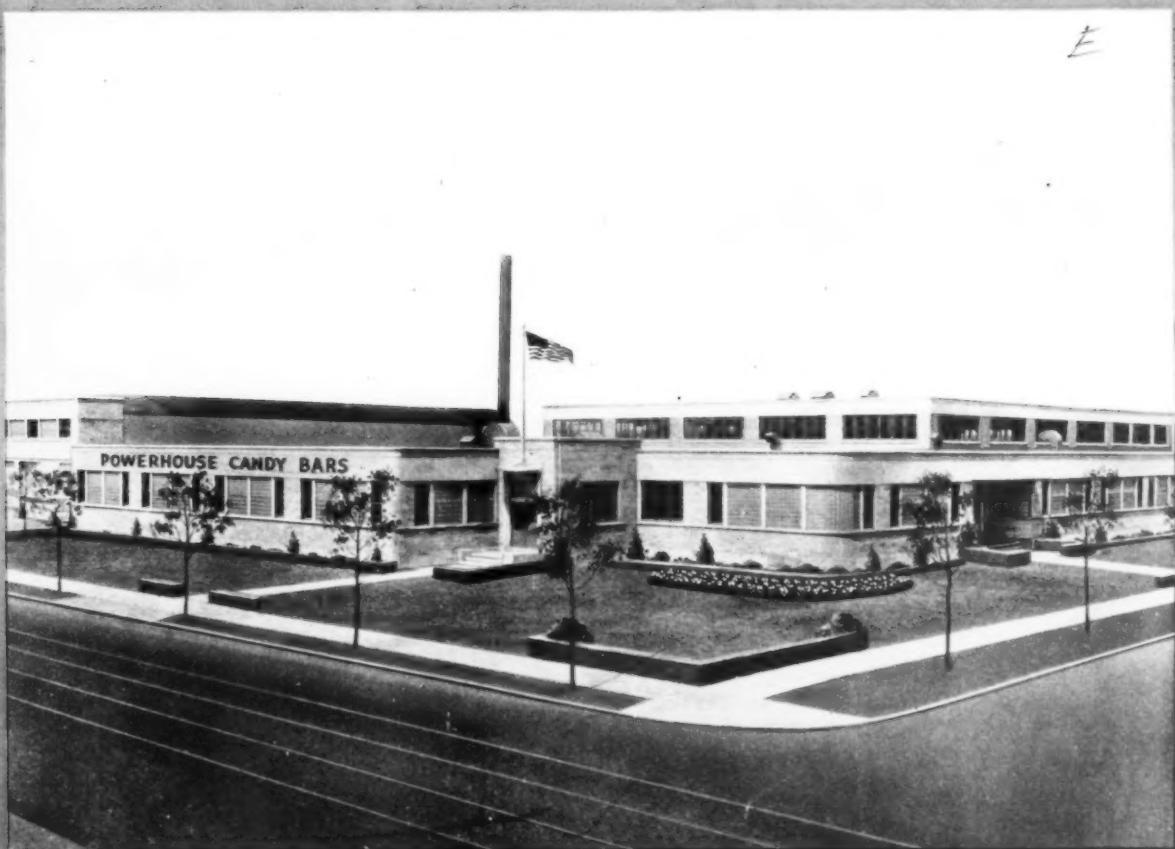
JULY 7 1947

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JULY, 1947

The **MANUFACTURING CONFECTIONER**

TECHNOLOGY DEPARTMENT
PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



The WALTER H. JOHNSON CANDY CO. has recently opened its new, million dollar plant. Shown in photo above, the plant is designed for streamlined production and has air conditioning and humidity control throughout.

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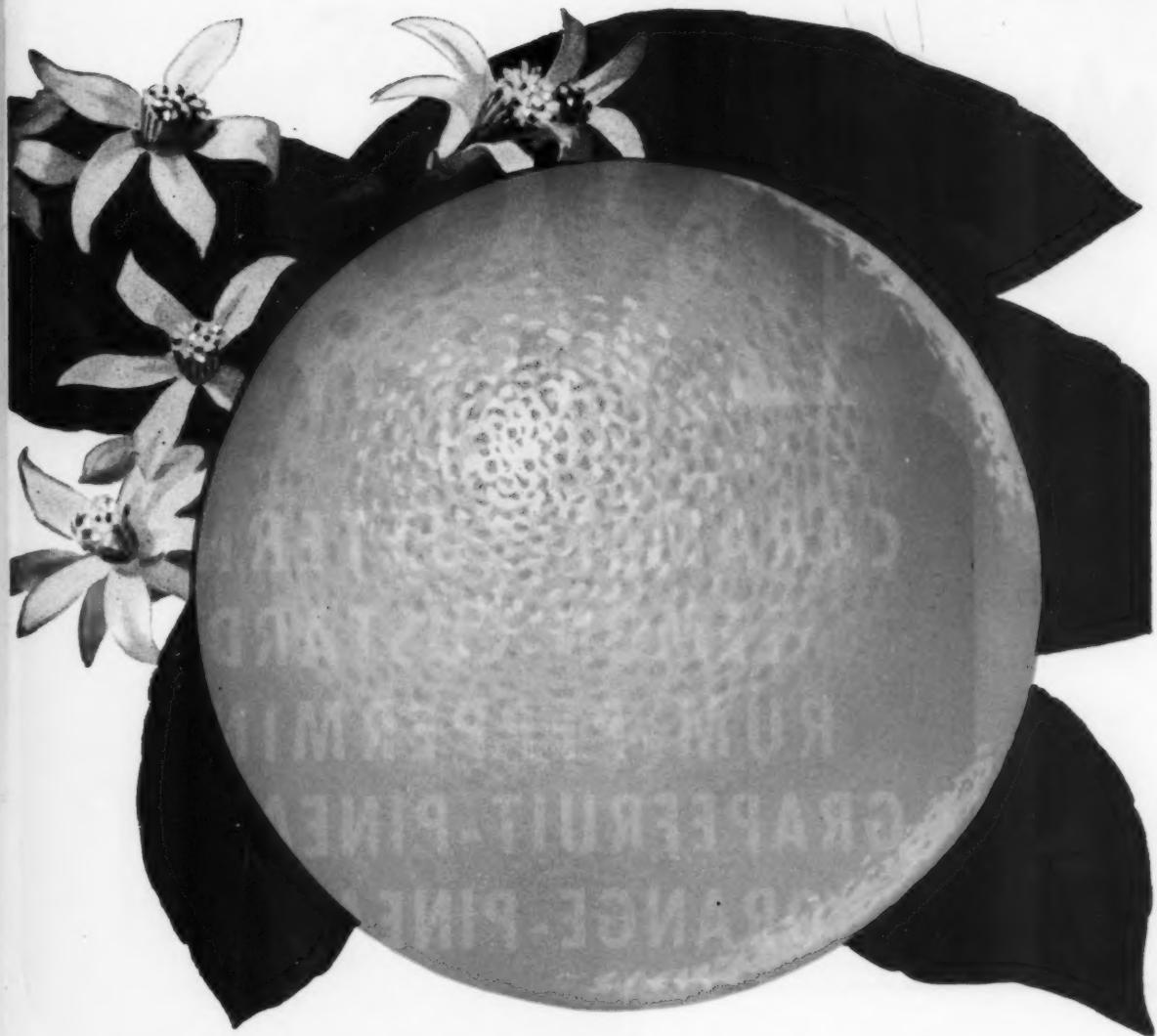


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Pioneer Specialized Publication
For Confectionery Manufacturers
Plant Management, Production
Methods, Materials, Equipment,
Purchasing, Sales, Merchandising.

VOLUME XXVII, NO. 7

JULY, 1947

IN THIS ISSUE

NCWA CONVENTION STUDIES \$1,000,000,000 INDUSTRY.....	By Clyde C. Hall 23
REVIEW OF NCWA ALL-CONFECTIONERY EXPOSITION.....	By Paul Cuneo 25
APRIL CANDY SALES GAIN 42% OVER APRIL, 1946.....	26
AGRICULTURAL PRODUCTS IN CANDY—REPORT NO. 10.....	27
FOREMEN TRAINING FOR CANDY PLANTS.....	By John F. Hennessey 28
INFESTATION CONTROL IN CANDY PLANTS IS ESSENTIAL.....	By Milton E. Parker 29
CANDY EQUIPMENT PREVIEW.....	33
LABOR ECONOMIES IN THE CANDY PLANT.....	By Louis Tarnopoll 35
CANDY EQUIPMENT NEWS.....	42
CANDY CLINIC Gums; Jellies; Undipped Bars	49
CONFECTIONERS' BRIEFS.....	55
SUPPLY FIELD NEWS.....	57
CONSUMER CANDY BUYING PREFERENCES ANALYZED.....	64
ADHESIVES PREPARATION, USE HELPS ATTRACTIVE PACKAGING.....	67
CONFECTIONERY BROKERS.....	71
THE CLEARING HOUSE Classified Advertising	74
ADVERTISERS' INDEX.....	77
CONFECTIONATELY YOURS.....	77

Published Monthly on the 5th by The Manufacturing Confectioner Publishing Company, publishers of *The Manufacturing Confectioner*—*The Blue Book*—*The Candy Buyers' Directory*—*Candy Merchandising*. Executive offices: 400 West Madison Street, (Daily News Bldg.), Chicago 6, Illinois. Telephone FRANKlin 6369. Eastern Offices: 303 West 42nd Street, New York City 18, N. Y., Telephone Circle 6-6456; 99 Chauncy St., Boston 11, Mass., Telephone Liberty 0820. Publication Office: Pontiac, Illinois. Copyright, 1947, Prudence W. Allured. All rights reserved. Subscription Price: One Year \$3.00, Two Years, \$5.00. Per Copy, 25c. In ordering change of address, give both old and new address. Entered as Second Class Matter at the Post Office at Pontiac, Illinois, under the Act of March 3, 1879.



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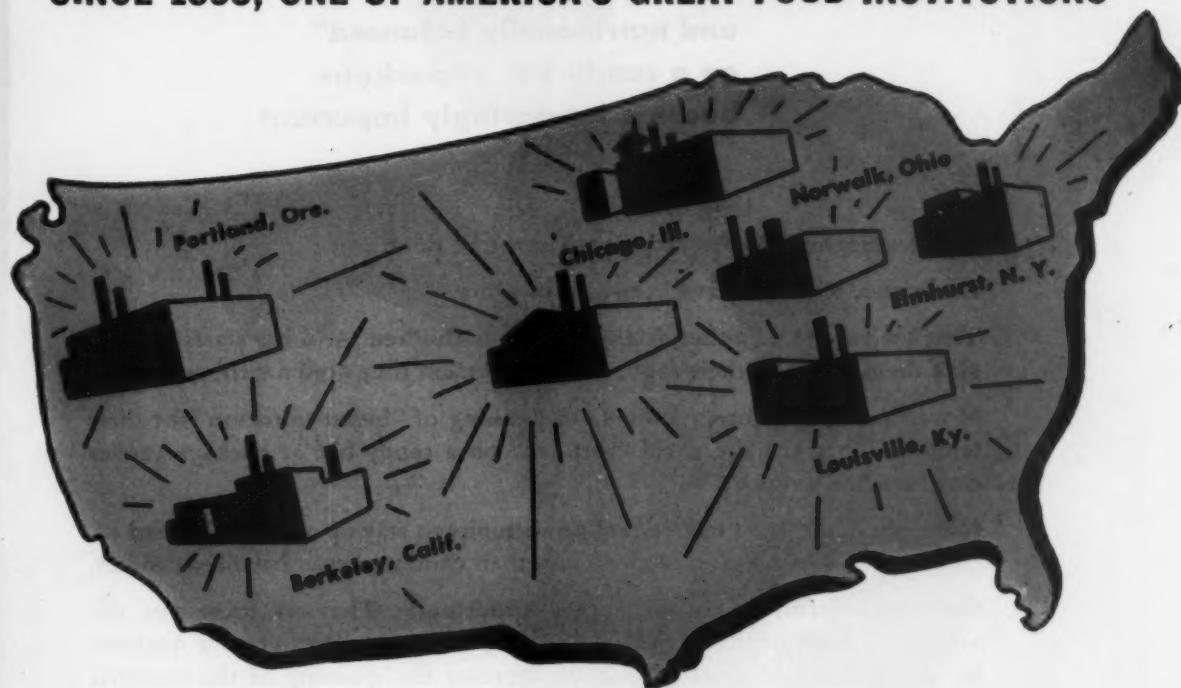
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Division of The Glidden Company



The mother selects food

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on a candy bar or package
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with the extra punch!**



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When good candy, like games, requires the greatest possible degree of concentration, call on the Atlas KANATROL Vanilla of H. Kohnstamm. Not only does it make marshmallows a pleasure...it also makes "good eating" in cream centers, taffies, fudges, caramels—in fact, in all general confectionary work. One ounce of Atlas KANATROL flavors 100 pounds



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TAKES THE PLACE OF BEST
QUALITY CREAM and SUGAR

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* One of a series of advertisements based on industrial opportunities in the states served by the Union Pacific Railroad.

KANSAS—almost in the exact geographical center of the United States; an important factor to industries serving nationwide markets.

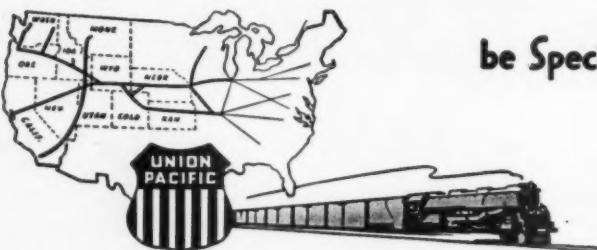
Agriculture is king. Kansas normally ranks first in wheat production. In addition to grains, vegetables and fruits, a large part of farm income is derived from livestock and poultry.

Kansas industry keeps step with agriculture. There are approximately 2,500 manufacturing and processing establishments. Over four million

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★ ★ ★

Kansas . . . the hub of a rich market; a treasure chest of natural resources with dependable labor; outstanding public health record; moderate living costs; and excellent transportation over Union Pacific rails.



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6 reasons why you'll get better candy with soy!

- ★ *Better Flavor*
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Soy is one of the most "adaptable" food products in the world. Because of its unique and practical qualities, it helps to make good candy even better—not only in fudge centers, but in caramels, nougats, hard candies, cream centers, fudges and in chocolate pan work.

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AND OUR "KNOW-HOW"
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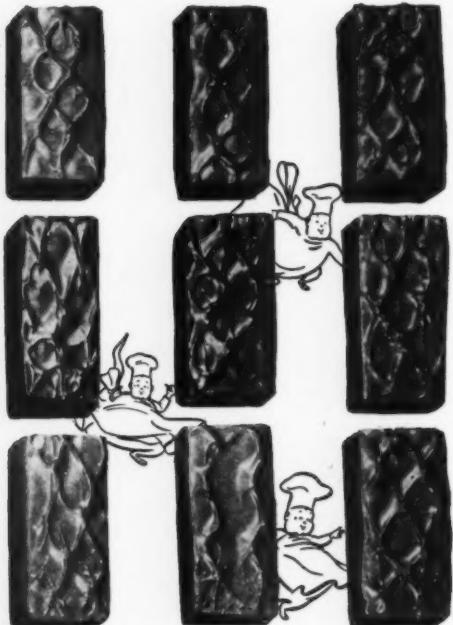
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Sweeten your profits and stretch your mix with Swift's Fluff-Dried Albumen—made from choicest spring-laid eggs and packed in tin for easy handling.

Swift's Brookfield
Albumen FLUFF DRIED

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More than 80% of all the lemon oil used in the United States is Exchange Lemon Oil. This overwhelming endorsement by the trade is your assurance that Exchange

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S E R V I N G I N D U S T R Y . . . W H I C H S E R V E S M A N K I N D

Second Annual NCWA Convention Names Herrick, Poetker, McMillan, Loock:

NCWA Convention Studies

\$1,000,000,000 Industry

By CLYDE C. HALL
The Manufacturing Confectioner

WITH A RECORD REGISTRATION of about 1,400, the second annual convention of the National Candy Wholesalers Ass'n, Inc., in Chicago's Sherman Hotel indicated its hopes and plans for establishing confectionery as a billion dollar industry. So great was the interest in the "billion dollar baby" themed convention that the first day's registration of 755 was close to the total set for last year's entire convention, when about 1,000 attended. Manufacturing confectioners exhibiting in this year's first All Confectionery Exposition, also reported keen interest and "good sales" during all the current exposition.

M. J. Herrick, of Sweetheart Candy Co., Bismarck, N. D., was elected NCWA president. John F. Poetker, of J. F. Poetker & Son, Cincinnati, was elected vice-president. C. M. McMillan was re-elected executive-secretary-treasurer. The retiring president, H. W. Loock, of McDowell, Pyle & Co., Baltimore, was elected chairman of the board of directors.

Shirley Smith, of T. W. Aldred, Charlotte, N. C., was awarded a diamond service button for obtaining the most new members during the year.

Salesmen Presidents Laud NCWA

Opening the convention sessions, A. R. Bixby, president of the National Confectionery Salesmen's Ass'n, Buffalo, and Bernard B. Hirsch, president of the Western Confectionery Salesmen's Ass'n, Milwaukee, congratulated NCWA on attaining a membership of about 1,800 and emphasized need for cooperation between salesmen and jobbers.

Philip P. Gott, president of the National Confectioners' Ass'n stressed that "unified cooperation between the candy wholesaler and the candy manufacturer is the outstanding factor that will aid the confectionery industry in its battle against discriminatory tax legislation."

"We must deal realistically and work intelligently on those innumerable problems which concern the industry, and for that matter, the country," stated Mr. Gott. "The long range problems that grow out of our economy may ultimately be of greater significance than today's problems, and we must be alert to prevent economic confusion."

Attainment of a billion dollar industry will require unified cooperation and effort also, Mr. Gott stated, to free business from government controls and regulations producing spiraling prices of ingredients and supplies that are reflected in increasing distribution costs.

To attain the goals set, the entire industry must do an outstanding job in the field of sales training, mar-

keting, merchandising, as well as in extensive publicity, promotion, and educational efforts, he added. An expanded market research program involving an analysis of actual and potential territories and customers will be required, he pointed out.

NCWA Cooperation Exemplary

Congratulating NCWA members for their interest and activity in the sales and promotional efforts of the NCA and offering full cooperation of NCA, Mr. Gott said:

"Such united coordination as is needed to face the problems of today as well as those of the future is exemplified in the organization of your wholesalers' group, the National Candy Wholesalers Ass'n. Through such coordination you have grown into a closely knit association within the period of two years, and it is through this type of effort that the confectionery industry will meet its problems and will reach the billion dollar potential that the industry has set as its goal."

H. W. Loock, retiring NCWA president, asserted the billion dollar goal can be reached if both manufacturers and wholesalers will *work for it*. Wholesalers should also work to achieve full recognition of their importance, he said, and should become profit-minded for both their own good and that of the salesmen. Salesmen must sell, he pointed out, or other merchandisers will take over. Mr. Loock also recommended selective distribution, study of fair trade practices and trade discounts, and membership in both local jobber associations and in NCWA.

Nation Needs to Work

Discussing the economic situation, Dr. Alfred Haake, consultant to General Motors Corp., emphasized that what the nation needs is more work per man per hour. When America goes back to work, said Dr. Haake, business can stop crying about depression. Hitting at government controls and regulations, Dr. Haake stated America doesn't need more laws but instead needs better men.

"Wholesale candy salesmen can become candy merchandising counsellors to every independent retailer they call upon," said James F. MulCahy, NCA's merchandising director, in the opening session of the second day.

A salesman can automatically become a merchandising counsellor, said Mr. MulCahy, when he is so trained that he can point out to a retailer both his actual potential and his normal potential and cause the retailer to realize the importance of attaining the sales potential thus pointed out. The retailer then becomes willing to

accept the merchandising aid offered by the salesman, and the salesman no longer has a continuing struggle to sell.

Promotion of "Sweetest Day," tie-in of candy as a refreshing Summer food, and presenting by wholesale candy salesmen of their weekly special first, all are valuable merchandising techniques, Mr. MulCahy stated.

"When every wholesaler is able to have his salesmen sell their weekly special first, it is estimated that more than 300 million dollars in new and plus candy sales will be possible. When that is accomplished, the new 300 million plus the 687 million of manufacturers' normal production accounts for more than the two billion dollars candy goal (*at retail*—Ed.). The objective can be accomplished with your cooperation."

A billion dollar potential is assured, if wholesalers will think and act in terms of what must be done, stated Arthur Motley, president of Parade Publications, New

SWCA Meets in Roanoke, Va., July 20-23

REGISTRATION for the Southern Wholesale Confectioners Ass'n convention will start at 3 p.m. July 20, in the Hotel Roanoke, Roanoke, Va. A board meeting will be held at 7 p.m., and a preview of the Candy Show at 8 p.m. The convention continues through July 23.

York. Study your own firm and make sure your salesmen are selling not knocking your firm and its products, he advised. Stressing that tradition is a liability rather than an asset, he recommended thorough study of all processes involved in the confectionery industry—from actual manufacture to ultimate distribution to the consumer—to ascertain that nothing is impeding sales by building up consumer resistance.

Buying resistance on the other side of the counter is all caused by "lousy" service and products, Mr. Motley warned. Study everything and transmit the findings to the retailer so that he can give more service and goods.

A symposium on jobber-manufacturer sales management was presented by Roger A. Corey, of Pat McAlexander, Houston; Peter Kramer, Jr., of Peter Kramer & Son, Boston; Frank Gleason, of E. J. Brach & Sons, Chicago; and H. A. Van Gestel, Walter Baker Co., Dorchester, Mass.

Sales management should start functioning on a full time basis again, said Mr. Corey. Regular sales meetings, definite sales training programs, new merchandising ideas, cooperation of manufacturers' and wholesalers' salesmen, proper handling and storage of candy should be included in the sales management plans, he emphasized. Jobbers should guard against overbuying and loose buying, he warned. Proper systems showing current purchases and goods in transit should be set up. Prompt delivery and proper delivery equipment are also essentials.

Utilization of territory analyses was recommended by Mr. Kramer. Using his own firm as an example, he said 141 leads were obtained from a survey of 1946 area accounts. Of these 141 leads, 86 new accounts were opened. Findings from such analyses will help wholesalers present factual data about their territories to manufacturers, he added.

Wholesalers should have one person responsible for sales management, asserted Mr. Gleason, and he should be given complete authority over the sales group. Salesmen should be specialists qualified to give dealers the

services they expect. Equitable compensation and incentives should be provided. The sales manager should get away from his desk and work with his men, so that he might know their problems and those of the dealers better.

A successful sales manager must learn and know the elements that make success possible, said Mr. Van Gestel. He suggested more attention on selling, hit price cutting as fallacious, and urged cooperation of wholesalers and manufacturers in merchandising candy.

Fair Trade Practices Discussed

In the first session of the final day's program, J. V. Balocca, of Commercial Candy Co., Paola, Kan., discussed possible standards for reducing hazards in opening new accounts by manufacturers. In the following session, W. A. Quinlan, NCWA's legal counsel, discussed fair trade practices and rules. Fair trade practice rules can be an effective force, said Mr. Quinlan, only if accepted and applied and must reflect views of the industry generally. Thoughtful cooperation should be given in studies planning such rules.

A symposium on reducing hazards through jobber-manufacturer planning was presented on the final morning session by V. H. Gies, of Mars, Inc., Chicago; Vene G. Perry, of Detroit Candy Co., Detroit; L. J. Maschka, of Trudeau Candies, St. Paul; and Abe Appelbaum, of A. Appelbaum, Inc., New York.

Successful fair trade requires cooperation of the retailers, said Mr. Gies, who recommended preparation of retailers in fair trade plans. Returned goods represent an uneconomic and unsound practice, he added, and should not be resumed. Distributors should be able to deliver goods in same quality as received, he stated.

Proper insulation of delivery equipment will help jobbers deliver candy to retailers in good condition, said Mr. Perry.

Well schooled and trained jobbing salesmen, and best possible manufacturers' salesmen are essential, said Mr. Maschka. To eliminate overcrowding, which usually leads to less profit and service, he suggested manufacturers study population statistics, experience of would-be jobbers, types of building proposed for wholesale business, finances, and salesmanship of new businesses.

Dealers Need Cooperation

Independent retailers are important, said Mr. Appelbaum, and require protection from unfair competition. Jobbers need full cooperation of manufacturers so as to be able to give retailers the same prices as chains get.

In the closed final business session, C. E. Morgan, of Morgan Bros., Asheville, N. C., discussed the importance of a national association for candy wholesalers.

Directors-at-large elected at the session include: Elmer Kreher, of Kreher & Shoemaker, Buffalo; W. P. Donnell, of Donnell & Co., Pueblo, Colo.; Ernest Prince, of McKeesport Candy Co., McKeesport, Pa.; E. Ray Jones, of Jones Candy Co., Owensboro, Ky.; and L. C. Parman, Chicago.

Directors named include: William Neporent, of Capitol Candy Co., Hartford, Conn. for Region 1; A. Appelbaum, New York, for Region 2; John Casani, Philadelphia, and Edgar McCoy, Canton, Ohio, for Region 3; Charles Hoult, Fairmount, W. Va., for Region 4; C. E. Morgan, of Morgan Bros., Inc., Asheville, N. C., for Region 5; E. D. George, of Evans George Co., Monroe, La., for Region 6; Roger A. Corey, of Pat McAlexander,

Houston, for Region 7; Barkley M. Smith, of Smith Candy Co., Waterloo, Iowa, for Region 10; J. V. Balocca, of Commercial Candy Co., Paola, Kan., for Region 11; and Harry J. Awe, Oshkosh, Wis., for Region 12.

Directors whose term continues for another year include: Peter Kramer, Jr., of Peter Kramer & Son, Boston, for Region 1; I. L. Saffer, of Saffer-Simon, Inc., Newark, for Region 2; Joseph L. Kantor, of Broudy-Kantor Co., Inc., Norfolk, for Region 4; Sam E. Sawyer, of Sawyer Candy Co., Elba, Ala., for Region 5; Frank P. Corso, Biloxi, Miss., for Region 6; Jack Beaty, Rocky

Mountain Wholesale Co., Albuquerque, N. M., for Region 7; William Barron, Oakland, Calif., for Region 8; A. J. Bauer, Seattle, for Region 9; J. P. Fritz, Newport, Minn., for Region 10; Glenn A. Baldwin, of General Tobacco & Candy Co., Lincoln, Neb., for Region 11; and Joseph Bianco, of B. & G. Candy Co., Detroit, for Region 12.

Vacancies exist temporarily in Regions 8 and 9 for new directors.

NCWA also decided to hold the 1948 convention in the Sherman Hotel, Chicago, starting June 13.

Fifty-four Manufacturers Exhibit at NCWA All-Confectionery Exposition

Review of NCWA Candy Show

By PAUL CUNEO
The Manufacturing Confectioner

WITH SHOWMANSHIP and salesmanship candy manufacturers displayed their products at the Second Annual All Confectionery Exposition held at the Hotel Sherman, Chicago, June 15 to 18. The exposition, which was part of the National Candy Wholesalers' Ass'n annual convention, consisted of 54 exhibits. A summary of the exhibits follows:

FRED W. AMEND CO., Chicago: With a display that featured the radio and billboard advertising of Chuckles, these exhibitors made certain that all visitors to the exposition received a sample package of their product.

AMERICAN ROYAL CANDIES, Los Angeles: Along with a display of Kilroy bars, the new Mint Julep and Oh Johnny bars were introduced at this booth. Cases of candy were raffled off every day.

ASSOCIATED COMPANIES, Dallas: Novelty Peanut Co., Ranch Maid Candy, Texas Candy & Nut, Bennett & Crews, Hot Springs Candy, and B & W Candy exhibited a wide variety of their products at this large booth.

WALTER BAKER CO., INC., Dorchester, Mass.: The stories of the Chocolate Girl, Baker's well-known trademark, and of the firm's development were told in miniature stage sets. On display was an attractive assortment of sweet chocolate wafers and boxed solid chocolate pieces.

BARD & MARGOLIES, Brooklyn: Novelty and seasonal boxes made of wood and cardboard, were featured at this exhibit.

H. BARON & CO., Linden, N. J.: Sundalettes, six different flavors available in six ounce or gallon jars, were displayed here.

PAUL F. BEICH CO., Bloomington, Ill.: With an attractive girl passing out samples to all visitors, Whiz and Pecan Pete bars were brought to the attention of visitors to this exhibit.

BOWMAN GUM, INC., Philadelphia: Warren's Mint Cocktail Chewing Gum and Bub's Bubble Gum were the feature of this display.

E. J. BRACH & SONS, Chicago: Visitors to this booth were invited to spin the wheel of fortune and everybody won. Swing and Mint bars were the regular prizes and to the jackpot winners went a box of Comtesse Chocolates.

BUNTE BROS., Chicago: A display of Tartines, cough drops, boxed candy and hard candy was spread at this exhibit under the large, neon "Bunte" sign.

CANDY CRAFTERS, INC., Lansdowne, Pa.: Centering attention on a large replica of their trademark, these ex-

hibitors were showing Licorice Sweeties, Coolies and B-Deks.

CHASE CANDY CO., Chicago: "Foil Fresh Candies" were featured here and were displayed in Chase's new merchandisers.

COMET CANDY CO., Brooklyn: Center of interest was a new line of chocolates molded into forms of Walt Disney characters.

COOK CHOCOLATE CO., Chicago: Vita-Sert bars and the Cook advertising campaign were brought to the attention of visitors at this exhibit.

CROWN CONE AND CANDY CO., Chicago: Dean's Hi-Jeff, large peppermint sticks and ice cream cones were on display here.

DIGIORGIO ALLEGRETTO CO., Chicago: Allegretto candies, including fruit cordials and dipped cherries, were featured at this booth.

EUCLID CANDY CO., Chicago: Center of attention at this exhibit were Love Nest, Go Bar, and Full of Almonds candy bars.

E. B. EVANS CO., Philadelphia: Sundae toppings and pure fruit syrup were demonstrated in the best possible way, by giving away Sundaes to all visitors.

HENRY & HENRY, INC., Buffalo, N. Y.: Boyd's Chocolate Fountain Products, including hot fudge displayed in heaters for soda fountains, were on display at this booth.

JOHN HORNE CO., Evanston: With a girl dressed in Uneek wrappers and offering samples of the Uneek bar to all guests, these exhibitors displayed their product.

ILLINOIS BAKING, Chicago: Safe-T-Cones and Safe-T-Giant Cups were displayed in fountain dispensers at this exhibit.

IMPORTED DELICACIES CO., INC., New York: Morris Brand candies shared the spotlight here with a display of the new metal gift containers which are proving to be of great interest to candy men.

WALTER H. JOHNSON CANDY CO., Chicago: With a large picture of their modern candy plant and information about their advertising campaign in Sunday comic sections, these exhibitors brought the Powerhouse candy bar to the attention of all exposition visitors.

ROBT. A. JOHNSTON CO., Milwaukee: Johnston candies and chocolates in their attractive boxes were on display in a candy merchandiser which contained an air conditioned compartment for summer use.

KOBRO PRODUCTS, INC., Brooklyn: Visitors to the exposition showed great interest in Kobro's two innovations

in the packaging field. One was a line of mirror vanity boxes which withstand ordinary chipping and cracking of mirrors because of special design features and the other was an ingeniously designed corrugated container in which the vanity boxes are shipped for added protection.

LAMONT CORLISS & CO., New York: Nestle's bars and hot chocolate powder were prominently displayed at this exhibit.

LEAF BRANDS, INC., Chicago: Featuring a large picture of their plant and displays of their magazine, billboard and radio advertising, Leaf Gum was the center of attraction at this booth.

C. K. MARCELL CO., INC., New York: A wide variety of mirrored utility chests were exhibited here.

MASON, AU & MAGENHEIMER CONF. MFG. CO. Brooklyn: Mason Mints and Black Crows were on display and cash prizes were given to the visitors who came nearest in guessing the number of candy Dots contained in a large, glass bowl.

NEW ORLEANS CONFECTIONS, INC., Chicago: The Treasure Chest bar and Whipped Cream Caramels were on display at Captain Kidd's Treasure Chest exhibit. To the lucky wholesaler who won the raffle held at this booth went a new RCA television receiver.

NUTRINE CANDY CO., Chicago: With music provided by an accordian player, Nutrine displayed their line of hard candies and boxed chocolates.

OVERLAND CANDY CORP., Chicago: Emphasizing volume sales, Overland displayed its penny and nickle bulk candy and popcorn, Pop-T-Crisp, Milko Caramels, Duets and Fiddlestix.

CHAS. A. PETERSON CO., Cleveland: Capco nuts, packaged in small, cellophane bags and large glassine boxes, were on display at this exhibit.

C. M. PITTS SONS CO., Baltimore: Free Sundaes for all visitors attracted attention to Pitts line of soda fountain syrups and to their novel chocolate cordial cherries with stems.

QUEEN ANN CANDY CO., Hammond, Ind., Queen Ann candy bars and the voting to select Miss Queen Ann from among three contestants present drew large crowds of visitors to this booth.

REED CANDY CO., Chicago: Reed Butterscotch Rolls were featured here along with Paloops, "the original safety suckers".

THOS. D. RICHARDSON CO., Philadelphia: At this exhibit Richardson's after dinner mints and jelly centers were on display.

ROCKWOOD & CO., Brooklyn: Rockwood chocolates, mint chocolate wafers, and milk chocolate bars were featured.

MISS SAYLOR'S CHOCOLATES, INC., Alameda, Cal.: A pyramid of Saylor's Coffee-ets attracted the attention of visitors to this booth.

SHOTWELL MANUFACTURING CO., Chicago: Attention centered around a display of Shotwell's bars, Hi-Mac, Big Yank and Shur Mac.

SIFERS VALOMILK CONFECTION CO., Kansas City, Mo.: Valomilk, "the 5c bar with the 50c taste," was prominently displayed at this exhibit.

SPERRY CANDY CO., Milwaukee, Wis.: Shadow boxes featuring Almond Cameo, Chicken Dinner and Denver Sandwich were the center of this display and attractively packaged bars were given to visitors.

STEWARTS INC., Memphis, Tenn.: Stewart's Fresh Potato Chips, Shelled Nuts, and Rosebud Coffee were shown in consumer display racks.

STUART HALE CO., Chicago: This firm introduced their new chocolate cream caramel topping and displayed the other toppings which they produce.

THINSHELL CANDIES, INC., Chicago: At this booth there was a wide variety of Thinshell candies and novelty packages for hard candies.

TOPPS CHEWING GUM, Brooklyn: Topp's, "America's No. 1 Change Maker," attracted the attention of all visitors with a large booth that featured a penny pitching game and appropriate prizes.

TROLLS, INC., Los Angeles: Troll's Wintergreen and Peppermint attracted attention with a booth that featured a plentiful supply of samples, pretty girls, and "Sealed in Flavor". A special spraying and compressing process is said to be used in manufacturing them in order to obtain a longer lasting flavor.

UNIVERSAL MATCH CO., Baltimore: Schutter Candy's large booth featured the Old Nick and Bit-O-Honey bars along with souvenir photographs of visitors posed with Miss Bit-O-Honey.

JAMES O. WELCH CO., Cambridge, Mass.: Welch's Fudge, Rum Frappe, and Pecan Caramel bars were on display at this exhibit.

WILBUR-SUCHARD CHOCOLATE CO., INC., Litzitz, Pa.: A large reproduction of Sue Shard, well-known trademark character, attracted visitors to this display of milk chocolates.

April Candy Sales Gain 42% Over April '46; Poundage Shows Increase of 4% in Period

DOLLAR SALES OF CONFECTIONERY manufacturers in April were 42 per cent above April a year ago, but 4 per cent under March, announces J. C. Capt, director of the census. For the first four months of this year dollar volume increased 38 per cent over the corresponding period of 1946. These data are based on reports from 283 manufacturers located throughout the country, and are obtained through cooperation of NCA.

All classes of candy manufacturers recorded gains over April a year ago. Chocolate manufacturers registered a 78 per cent increase, manufacturer-wholesalers, 39 per cent, and manufacturer-retailers, 7 per cent. However, in the month-to-month comparison, April with March, manufacturer-retailers, up 20 per cent, were the only group to show gain. Sales of manufacturers who sell at wholesale decreased 6 per cent while those of chocolate manufacturers were off only slightly—1 per cent. Substantial increases were recorded for the three types of manufacturers during the first four months of this year compared with the same of last year.

Poundage sales for April as reported by 124 manufacturers were 4 per cent above April a year ago, while dollar sales increased 44 per cent. On a cumulative basis, poundage sales for the January-April period were 2 per cent less than a year ago whereas dollar volume increased 36 per cent.



MR. AND MRS. HERMANN SPRUNGLI (center), from Zurich, Switzerland, are welcomed on arrival in U.S.A. Mr. Sprungli is a director of Lindt & Sprungli, Ltd., Swiss chocolate factory.

Agricultural Products in Candy

A Confectionery Project Under Direction of NCA's Research Committee

ON THE RECOMMENDATION of the Research Committee studies were continued using a variety of fruit products as experimental ingredients. Among those used were concentrated puree, frozen fruits, and fruit pectin. Apple products which were developed by this Bureau at the Eastern Regional Research Laboratory, Philadelphia, Pa., were used at that Laboratory in a wide variety of candies. Results of those studies, including the use of apple essence, concentrated sirups, powders and nuggets were given in Reports Nos. VII, VIII and IX.

As with many other non-carbohydrate products, fruits in various forms have much to recommend them as candy ingredients. Although a variety of fruits have been used as ingredients of candy for many years the quantity reported used per year comprises a relatively small per cent of the total non-carbohydrate products used by the industry. Many improvements have been made in recent years in methods for processing fruits to produce more stable, flavorsome, and appealing products. Much knowledge has also been gained regarding the importance of fruit in the human diet through studies of their minerals, vitamins, and other constituents. Processes have been developed for the preservation of most fruits whereby color, flavor, and other valuable qualities are largely retained, so that when properly incorporated into candy they enhance eye appeal, flavor, and nutritional values.

Concentrated Fruit Purees Used

Concentrated fruit puree including raspberry, apricot, orange, and grape, with added sugar and heat processed, were used in chocolate dipped fruit marshmallows. Outstanding pieces were made by incorporating 20 per cent of the puree into the basic marshmallow batch immediately before casting into starch molds. The intense flavor and color of the fruit were usually sufficient to provide adequate flavor and color for the finished candies. The initial tender consistency of the marshmallow is well maintained for several weeks; the only change being a slight tendency to dryness probably resulting from absorption of moisture by the chocolate. Samples of raspberry marshmallows were submitted to a preliminary taste-testing group as Special Samples Nos. 11 and 12. This group recommended that it be submitted to the National Confectioners' Ass'n full Taste Testing Committee for examination and evaluation of quality. The formula for an experimental batch of this candy is given in the opposite column.

Concentrated purees have a number of properties which should make them useful to the candy maker. Outstanding among their properties is the high solids and low moisture content, as compared with the natural fruit. Adjustment of many basic formulas for various candies can be easily made to allow for their addition to the batch without subsequent cooking with accompanying loss of color and flavor. When heat processed they are sterile and therefore do not contribute to the

microbial content of candies which are susceptible to fermentation. As prepared products they are consistently uniform in composition, color, and flavor.

Frozen fruits, prepared experimentally by this Bureau at the Western Regional Research Laboratory, Albany, Calif., were used in fruit marshmallow, like those described above, and in low-methoxyl pectin jelly candies. Although the fruit products—consisting of strawberries, cherries, pineapple, cranberries, and apricot—had excellent flavor and color, these qualities were not intense enough to obviate the necessity of adding artificial

Cast Marshmallow—20% Raspberry Puree

Formula

1 oz. granulated gelatin (200 Bloom)

16 oz. water

Mix gelatin with the water, let set 30 minutes. Place gelatin solution on double boiler, heat until dissolved.

Heat to a boil

1½ lb. corn sirup

1½ lb. invert sugar

Let cool to 120°F., put the sirup in beater bowl, and add gelatin solution. Beat 20 minutes, then add:

3 lb. thin sugar sirup, and beat into the batch

(2 parts sugar and 1 part water)

Have prepared the following mixture, and thoroughly mix into the beaten marshmallow.

1½ lb. red raspberry puree

1 lb. fine granulated sugar

½ oz. citric acid solution

4 grams invertase

4 oz. pectin solution mixture

light red color

Cast in dry starch to set, and chocolate dip.

flavors and colors to the candies in which they were used. From the standpoint of their effect on texture and other quality factors of candy, there is probably little to be gained by the use of fresh fruit over the same fruit when frozen. There are, however, certain problems attending the handling and economics which, we feel, might impose limitations on their immediate use as candy ingredients. At the present time almost no candy manufacturers have facilities for storing frozen products. Since frozen foods are not free from viable microorganisms, it is essential that they be kept in a frozen state until ready for use; otherwise, they are susceptible to spoilage, especially by molds, even at refrigerator temperatures, if air is admitted to the product. Adequate time must be allowed for them to thaw out prior to their use. Most frozen food products are admittedly more expensive than heat processed, dried or fresh products so consideration also must be given to this factor when using them as ingredients in candy.

Jellies were made with low-methoxyl pectin containing concentrated and single strength fruit purees to determine their suitability in this class of goods. One of the properties described for this pectin is its ability to form

gels with corn sirup as the only source of carbohydrate.

Sucrose-free pectin jellies made with about 25 per cent, by batch weight, of concentrated raspberry and single strength apricot puree, with corn sirup as the carbohydrate, had excellent qualities. Pieces made according to the basic formula showed good gel formation and texture. A comparison of the texture of these pieces with jellies made without natural fruit does not indicate the necessity for formula modification as a result of the addition of fruit solids, acids, minerals, etc., to the batch. Visual observation of the quality factors of chocolate coated jellies stored for about two months at room temperature showed them to have good keeping qualities. There was no breakdown of the gel structure, or discoloration or loss of flavor of the fruit. These results indicate that fruit products—particularly concentrated fruit purees—should prove to be a valuable ingredient of low-methoxyl pectin jellies since they impart only the natural components of the fruit in an unaltered state.

An improved grade of isolated soy protein was recently made available to the Laboratory for continuation

of studies on methods for its incorporation into various candies. Studies previously conducted on the use of soy and peanut proteins were reported in the paper "Isolated Proteins in Candy Making," which appeared in the November, 1946, issue of THE MANUFACTURING CONFECTIONER.

In keeping with the desire of the Research Committee to obtain a better carbohydrate-protein balance in candy, emphasis has been placed in our studies on the incorporation of protein rich ingredients into high carbohydrate content goods, notably hard candies. Since the objective of these experiments is the attainment of about 7.0 to 8.0 per cent protein levels, isolated proteins seemed to offer the best possibilities of reaching the desired goal. Since preliminary studies showed that it is not possible to add protein products in any quantity to clear hard candies without the formation of cloudiness, isolated soy protein was incorporated in pulled hard candies.

It will be recalled that isolated proteins are dry products and may be purified to contain very little color or flavor. The product used in these experiments contained

(Please turn to page 59)

Foremen Training for Candy Plants

By JOHN F. HENNESSEY

E. J. Brach & Sons, Chicago

TRAINING IS PRIMARILY the responsibility of the line organization. Job training should be the responsibility of the department head, because ability to instruct is the essence of ability to manage.

The personnel department has an important part in the training program, in careful selection of employees qualified for training, assistance to the line organization in developing training methods, coordinating the program, controlling the routing of apprentices, and maintaining relations in training matters. In most small companies the line organization finds training difficult, and it becomes of necessity a part of the personnel program.

The individual company should formulate a training program around the groups of employees and subjects best suited to its needs. If you are presently conducting a formal or informal training program which is giving good results, it would be my recommendation that you continue that program.

Let me outline what we are doing at E. J. Brach & Sons in the line of training.

On-the-job training is handled by the working supervisor or department head. New employees are individually instructed in all of the elements and techniques of the job and the performance of the job is explained by the supervisor or one of the more skilled workers. This instruction is assisted by a job description previously prepared with the assistance of the working supervisor and department head. Qualified employees are trained in higher skills within a department by individual instruction and permitting them to work part-time on the higher-skilled job.

This helpfully informative article is a condensation of Mr. Hennessy's address at the recent 64th annual NCA convention.

Apprentice training is limited to the training of trade skills. We have found that the most effective method is to select qualified employee who is familiar with our factory production operations. He is then placed in the trades group as a general helper, working at all of the skills in the department for about two months on each skill. The apprentice then elects what trade he desires to follow and is assigned exclusively to that trades group. His practical experience is supplemented by individual instruction from the foreman of the trades group and the master mechanic. It is our opinion that skills are best developed in a natural setting with respect to the normal conditions of the job. The instruction should be fitted to the individual trainee's needs and experience.

Supervisory training is offered at three different levels:

1.—Pre-supervisory training—This is an introduction to supervision for those qualified employees earmarked for up-grading. Pre-supervisory training is elementary, and it is our intent to start the employee thinking as a supervisor rather than as a workman. Of necessity, this training is primarily in lecture form.

2.—Training of first-level supervisors in the handling of problems and cases. Our best results have been accomplished by discussion and analysis of problem material, which gives the first-level supervisor an opportunity to deal with the application of principles and policies.

3.—Advanced training of seasoned supervisors in the better performance of their work and for further advancement. The advanced supervisors are able to deal with the broader problems of organization and the formulation of company policies. These meetings have, through trial and error, evolved into the round-table

or discussion type of meeting. The results have been very worthwhile and have stimulated a great deal of thinking and better supervisory practices among seasoned supervisors.

The content of a training program should basically be the needs of the company. What are your problems with employees? Do your supervisors supervise? Are they failing in human relations?

Subjects for lower-level training programs are most profitable when they deal with elements of the job or the production process. Subjects for supervisory programs should cover those factors and should include company policies, organization, procedures, duties of the supervisor, production skills, cost control, quality control, personnel relations, necessity of selection, wages, safety, sanitation, up-grading, down-grading, and current information. Many companies lean heavily on furnishing supervisors with general economic information.

The methods for lower-level training usually follow a definite pattern—individual instruction or lecture groups. The best method of supervisory training depends upon the group to be trained. We have found that the conference method or discussion group is the most acceptable to seasoned supervisors. Individual instruction has many advantages, but is costly and time-consuming. Lecture programs work well in pre-supervisory and first-level supervisory training, but have not received acceptance from seasoned supervisors.

Whatever method you may select, don't be discouraged

if you do not receive immediate results. The trainer should bear in mind that most of his learners are far removed from the classroom, and many have had little academic training.

The training sessions should be well planned; they should sparkle; they should be to the point. Do not try to present too many problems at one meeting. I believe it is far better to get over one point each hour, or two points, rather than attempt to load the employee down with a volume of information he is unable to digest.

The training program should have a reasonable time to prove itself. What is a reasonable time depends primarily on what you are attempting to train the employee for, and in what condition you find him before the training begins. Our experience with seasoned supervisors is that training did not catch on until almost 14 months after it was started. Some of this was due to our first method, a lecture program, but we feel results have been very satisfactory under the discussion type of program.

What result can be expected from training programs? On-the-job training, of course, makes a better, more efficient, and more productive employee. It encourages stability and cooperation. Apprentice training makes available skilled tradesmen in the mechanical maintenance group for replacements and up-grading. Supervisory training makes for better management, cost consciousness, better employee relations, less turnover, and a greater satisfaction among all employee groups.

Infestation Control Is Essential

By MILTON E. PARKER

Counselor in Food Production Development, Chicago

IN ALL FOOD INDUSTRIES, the control of pests has assumed a major importance. Largely as the result of the growing public interest in the cleanliness of foods, there has developed a science of detection and identification of extraneous materials in foods which have centered around the microscope and, more recently, fluorescent analysis. The resort to high magnification—particularly with the wide field, binocular type microscope—has made it possible to isolate and identify excrement, wood splinters, bits of metal, shell particles, paper, string, and other contaminating substances not normally constituent ingredients of food products. Confections, of course, are no exception.

Management's Legal Responsibilities

Surprising as it may seem, it is not generally appreciated that the control of pests is a primary legal responsibility of management. The impression has erroneously been created in many quarters that, when management assigns the incidental tasks of pest control to professional exterminators, it is thereby relieved not only of a disagreeable and menial task but of its legal responsibilities as well. Nothing could be further from the truth.

The food manufacturer is directly responsible for any factors of adulteration or contamination involved in the preparation and distribution of this processed packaged

products. This applies to confectioners as well as to all food processors. Even though the extraneous materials may be recognized, not many confectioners realize that all contaminating factors are equally involved. Where chemicals are employed in pest control, they also can prove to be product contaminants. It should ever be kept foremost in mind that insecticides, germicides, and rodenticides are used primarily because they are poisonous to pests such as insects, micro-organisms, and rodents. If such materials are not poisonous to these pests, they are not effective pest control agents.

The Food, Drug, and Cosmetic Act as well as many sustaining court decisions have made it mandatory for food processors, including confectioners, to make certain that no foods become adulterated or contaminated during their manufacture. The presence of "extraneous materials" is a definite legal liability just as is the incorporation of poisons or toxic substances, inasmuch as the Act defines a food as adulterated if it contains any added poisonous or added deleterious substance not required in the production of the food. When the subsidized. Therefore, in the use of toxic substances—such substance is so required, the quantity present should be so restricted that the health of consumers is not jeopardized. Germicides, insecticides, and rodenticides—it is the responsibility of management to safeguard its processed foods (including confections) from their contamination or adulteration. Even their contamination through in-

This informative article is a condensation of Mr. Parker's address at the recent 64th annual NCA convention.

advent or accidental means is no defense, as the U.S. Supreme Court has ruled that "*an officer of a corporation is subject to prosecution in shipping misbranded or adulterated goods though he may not have been conscious of the fraud.*" Rather hard and fast language but unequivocal to say the least! This ruling incidentally resulted in a case where alleged accidental incorporation of a poisonous insecticide contaminated a drug product—drugs, of course, being under similar restraints to those of foods and cosmetics under the Act of 1938. In passing, however, it should be pointed out that here is a legal precedent which presumably establishes that the incorporation of poisonous or toxic substances in foods, drugs, or cosmetics is defined as constituting legal liability on the part of management just as also applies to the presence of "extraneous materials," which is perhaps more generally appreciated and recognized.

Responsibility Should Be Assigned

In connection with the problem of establishing and maintaining sanitary practice in a candy plant, the proper solution involves management's assigning the responsibility to a properly qualified individual, just as it assigns the responsibility of production to a production manager or a plant superintendent, the responsibility of sales to a sales manager, and other responsibilities to other members of its executive and administrative staff.

The ideal situation in applying sanitary practice involves the employment of a full time sanitarian. Where the ideal situation is not practical, it will often be found that a trained individual who was originally employed as a quality control technician, a production foreman, or some other individual experienced in the production practice of a confectionery plant, can be charged with the responsibility either of performing the essential tasks or superintending their application. It must be recognized, however, that such arrangements can give rise to difficulties. Unless the individual so charged with the responsibility for sanitary practice is himself properly trained, vested with adequate authority, provided with the necessary assistants, and given sufficient time for proper attention to sanitary details, any program may soon bog down—the nemesis of most managements.

Production practice, quality control, and sanitary practice do not always mix when subject to the administration of a single department or individual. None of these important functions can be fully dominated by the others for best results. Essentially complementary functions, they are best performed when properly synchronized. Production must receive primary consideration, while the proper application of quality control and sanitary practice are essential to insure effective and efficient production practice. Whenever any phase of control suffers with respect to the others, all suffer.

Many pest control product formulators do not have thorough experience or training for the pursuit of their profession. The present day prescription writer of contact insecticides, for example, is faced with a more serious problem than confronts the physician because the insecticide formulator is working with many synthetic organic chemicals that possess both known and unknown toxic properties not standardized towards warmblooded animals such as human beings in contradistinction to cold blooded animals such as insects. Incidentally, his problem is further complicated by the known and unknown properties to be found in the oil bases and emulsions acting as vehicles for insecticidal chemicals.

Therefore, with well defined and substantiated legal responsibilities defined by the Food, Drug, and Cosmetic Act, the food manufacturer needs to exercise an extremely cautious attitude when considering the insecticides, germicides, and rodenticides to be used in his sanitary control programs. Confectioners have an even greater urgency to be careful in their practices, inasmuch as children constitute such a major proportion of the ultimate consumers of candies.

It may come as something of a surprise, if not a shock, to you confectioners to learn that the appraisal of pest control materials and methods is based on that of their hazards; i.e. the relation between their pest killing effectiveness and their toxicity to mammals notably humans. While the latter may be very great, the hazards can be relatively small if intelligent applications are made. However, inasmuch as most pest control materials, and particularly, insecticides, are not developed specifically for use in food processing establishments such as candy factories, for example, it is apparent that their hazards can prove actually dangerous when consistent and systematic applications must be made for effective control. An insecticide that is developed for home use where sporadic or occasional applications are the general rule is not necessarily the safest material to use where possible inadvertent contamination or adulteration of candy might result. Then, too, it is generally recognized among insecticide manufacturers that certain carrier oils used as vehicles for the actual insecticidal chemicals are not always inert as regards their toxicity to humans. The Federal Insecticides Act, as well as the Federal Specifications, provides reasonable protection to the home user of insecticides. The Food, Drug, and Cosmetic Act, however, is of no concern whatsoever to the manufacturer of pest control materials. Similarly, exterminators have no defined legal responsibilities regarding the pest control materials they use in a confectionery plant. Such responsibilities belong only to the candy manufacturer.

Safety and Effectiveness Needed

From the foregoing discussions, the legal responsibilities of the food manufacturer have been outlined. Therefore, it is the burden of all including confectioners to make certain that all pest control materials and methods provide their full measure of safety and effectiveness. This address is concerned with safe and effective control of rodents and insects *only*. Fungicides, germicides, and sanitizing agents must comply equally on the grounds of safety and effectiveness as do insecticides and rodenticides.

One of the most troublesome, filthy and costly pests is the rat.

During the war many potent rodent poisons were developed, among which 1080 and *Antu* have proven the most effective. Known chemically as *sodium fluoroacetate*, 1080 is a very powerful killing agent and it has been authoritatively stated that one ounce will kill 20,000 rats. It is a secondary poison, however, which means that it not only will kill rats but also any dogs or cats that eat many poisoned rats—in fact, one-tenth of one milligram per kilo of body weight will kill dogs. As there is no known antidote for 1080, it should never be used under any conditions around a food plant.

Antu, known chemically as *alpha naphthylthiourea*, is a poison that has proven very effective in killing the Norway or brown rat. It is reputed to be of low toxicity to man. However, it is generally considered as a specific

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THREE TIMES AS FLUID
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At present, we can only follow our established policy of fair and equitable distribution — a policy which we are forced to strictly adhere to because of production limitations.

We must ask for your continued patience and cooperation until the time that we will be able to produce enough *SWEETOSE* to meet the demands of all who want to use this superior Staley sweetener in their products.

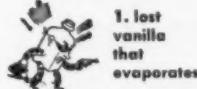
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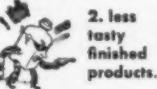


Does your vanilla rob you twice?

The "ESCAPED" VANILLA that so heavily perfumes your shop may represent a small loss in actual money. But you may be losing more than vanilla. That loss of vanilla may be destroying the proper balance of the flavoring. So it may rob you twice:



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that
evaporates.



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Aromanilla will not cook or freeze out. The volatile solids of the bean that dissipate under cooking or freezing temperatures are replaced with similar but sturdier natural flavoring extracts. All the flavoring elements of the Mexican Vanilla Bean are restored in a formula that does this thorough flavoring job:

1. Complements, blends and develops the flavors of the other ingredients used with it.
2. Develops further in the finished product to a full-bodied, mellow flavor.
3. Attains just the right balance between taste and aroma—never harsh overtones of any one flavor in a mix.

When your flavoring does all three, it creates the delightful taste sensation called "Palate-Appeal." Your customers reach for more—and build sales for you.

Your sales depend on taste. Isn't it worth a little effort, a few tests, to make sure you have the best, the tastiest flavor?

Why not try Aromanilla now? We are so sure that it will help improve the taste of your products that we are offering a trial supply with a money-back guarantee. Place your order, and if, after using Aromanilla, you don't think it's better than any other vanilla flavor you have used, return the unused portion collect and we'll gladly refund your money.

I'd like to try Aromanilla under money-back agreement as explained above. Please place my trial order for:

- | | |
|---|---------|
| <input type="checkbox"/> 1 pint concentrate (equals 2 gals. standard flavor) | \$8.00 |
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for the Norway rat such as is the common invader of meat packing plants.

Fortified red squill would appear to be the best poison to use as a rodenticide in candy plants. It has the distinctive advantage of being relatively harmless to human beings and domestic animals. Due to its acrid taste, it is highly objectionable to most animals. Furthermore, when it is ingested the fact that it is an emetic when taken in dangerous quantities provides a measure of safety not found in other rat poisons. The fact that rats cannot vomit gives red squill its unique value as a poison which is specific for rodents.

The secret of killing rats and mice, however, does not lie in the killing agent alone. The rat must first eat the poisoned bait. To achieve this, the bait must be, of course, attractive to the rodent. Enough red squill, if properly standardized and fortified, can always be included in the bait to kill rats. The real problem lies in making the poisoned bait palatable and attractive enough to get the rodents to eat it. The bait used should strike a judicious balance between the food available in the candy plant, to which the rat might have access, and the bait that is to attract the rat.

Using Red Squill Bait

A recently developed rodent bait containing fortified and standardized red squill has been given wide recommendation because of its strong attraction for rats. This bait is prepared in a variety of diets in which the palatable ingredient or lure differs basically from the foods commonly available. In bakery plants, i.e., cereals do not ordinarily attract rats, but oils of high nutritional value and appetizing appeal have proven attractive to all species of rodents in all types of bakeries in all parts of the country. The predominating oils which are attractive to the rats are not included in one bait but distributed among three or four differently flavored baits in order to offer variety. The careful consideration of such characteristics lessens their resistance to eat it. In other types of food plants, however, where oils are available to the rats (i.e. butterfat in a dairy), it is found desirable to use other foodstuffs to tempt the rodents to seek out the poisoned baits. This development in rat baits offers an intelligent approach to the problem of control, as results have demonstrated.

Killing rats is, of course, one way of controlling them. Proper and constant ratproofing of buildings and operating departments, however, is a much more dependable control practice. If they are denied entry to buildings storing food, they will not prove a problem. If proper precautions are taken to deny them both food and water within a food plant, they will soon seek other sources of subsistence. Therefore, in the control of rats and mice, rodent-proofing of the premises is a *must* that requires constant vigilance.

Despite many preventive measures, pest invasions sometimes persist. However, it must be recognized that when such invasions occur, there has been a break somewhere in the chain of control. When the invasions reach certain proportions—and particularly, in older buildings which defy all the usual attempts at pest-proofing—extermination with poisonous gases is often resorted to. Hydrocyanic acid, methyl bromide, and other deadly gases are very effective not only in killing rats and insects, but all forms of pest life. Unfortunately, they are equally fatal to humans, costly, and bothersome. Application as a fumigant must always be directed by responsible, experienced personnel properly prepared in

(Please turn to page 34)

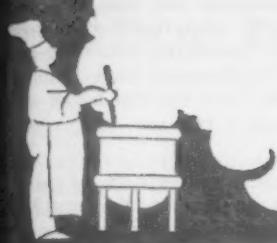


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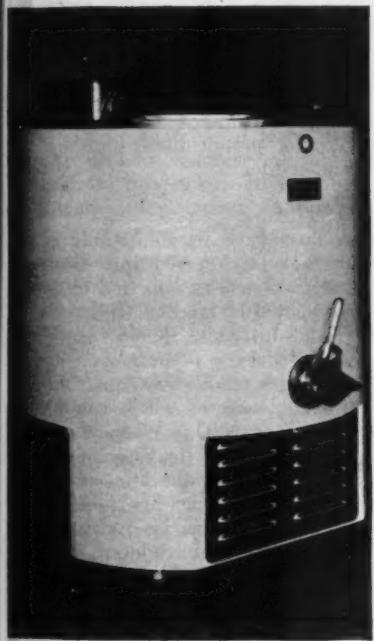


Candy Equipment PREVIEW

JULY, 1947

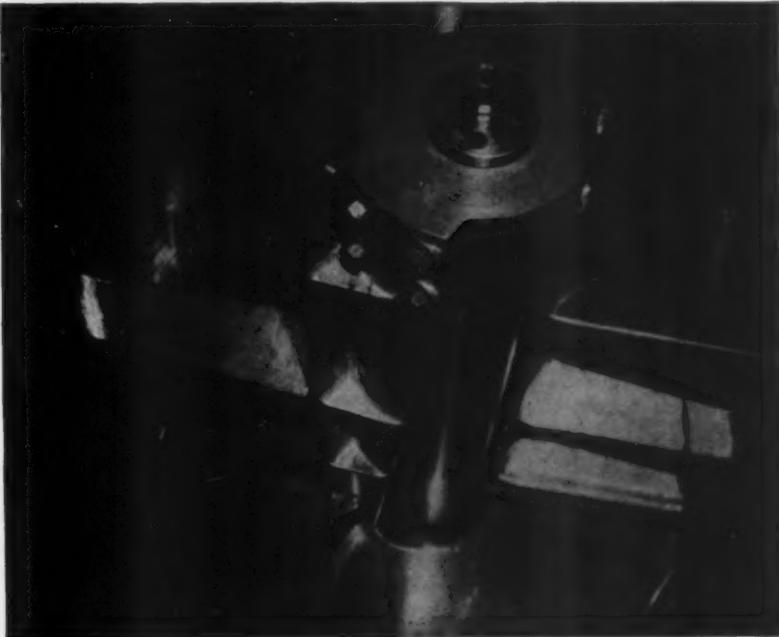
WEGNER

New Model A 1200 lbs. Stainless Steel Chocolate Melting and Tempering Kettle



SANITARY FEATURES

- Interior of kettle—polished stainless steel
- Agitator scrapers—polished stainless steel
- Cover of sectional polished stainless steel
- Sanitary drip proof chocolate drain spout
- Adjustable legs for levelling—entire unit approx. 4" above floor to facilitate cleaning
- Removal of one nut, on top of drive spindle, permits removal of entire agitator and scrapers for cleaning
- No nuts or bolts in direct contact with chocolate eliminating hazard of loose parts entering batch
- Streamlined exterior with no protrusions has smooth, easy to clean, lacquer finish

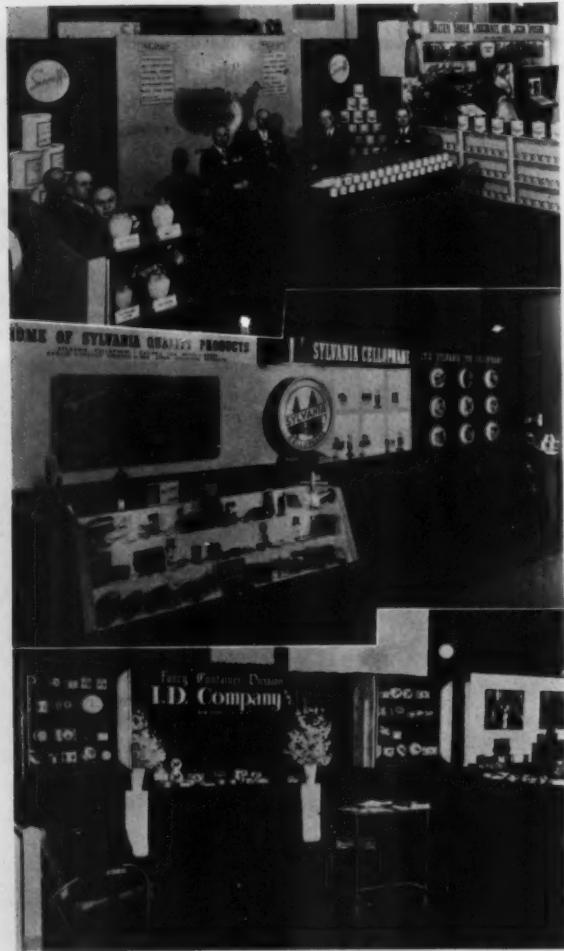


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NOVELTY "FRIED EGG" CANDIES, used as favors at the Egg and I Breakfast held recently in Chicago, are offered by Don McNeil (center) to Dwight H. Green (left), governor of Illinois, and Charles Borden, of the Chicago Mercantile Exchange.



EXPOSITION BOOTHS at the NCA convention, held at Chicago in May, are shown above. In the Senneff-Herr Co.'s booth (top), Mr. Ben F. Kreider, president of the company, is seated second from the right. Cellophane packaging was featured in the exhibit of Sylvania Division, American Viscose Corporation (center). Attractive metal boxes were on display at the Imported Delicacies Company's booth (bottom).

Infestation Control in Candy Plants Essential

(Continued from page 32)

the profession. Preparation for their use, also, is burdened with all manner of details, as it requires sealing of all doors, windows, floors, ventilating shafts, and similar air venting openings. Furthermore, faulty building construction—that is, faulty from the standpoint of effective fumigation—oftentimes minimizes and even nullifies its effectiveness.

Perhaps one of the greatest disadvantages of pest extermination by fumigation is the sense of false security it generates in the management of a food processing establishment such as a candy plant, for example. In a properly constructed building, it is true that fumigation is effective in destroying all forms of infestation to which its poisonous vapors penetrates. However, unless immediate control measures are pursued, it is not long before reinfestation starts to rear its ugly head. The control of pest infestations of rodents and insects—like all other phases of sanitary practice—requires constant vigilance. The best control results from constant measures. While there are many instances wherein extermination by fumigation is effective, it must be conceded that it is a practice that cannot be normally applied as frequently as it should be for permanent control because of its cost, dangers, and other factors. As a matter of fact, some communities do not permit fumigation because of the danger to human life.

Vacuum Fumigation Effective

While plant fumigation does have its limitations as discussed above, it should not be inferred that vault fumigation of incoming materials such as nuts and other infested ingredient materials should be ignored. This type of fumigation is definitely good insurance for any candy manufacturer. Inexpensive installations of properly constructed fumigating chambers are readily available, the constructional and operational details of which can be obtained from a variety of sources. One of the most effective methods of vault fumigation is the type known as vacuum fumigation. In this method, the atmosphere of the vault containing the material to be fumigated is exhausted until a substantial vacuum has been created, following which the fumigating gas is introduced until a slight positive pressure has been established. This principle of fumigation is sound, as it insures penetration of the lethal or killing gas and can be applied to packaged merchandise equally as effectively as to incoming raw materials. Many cereal manufacturers resort to this practice for final fumigation of their merchandise—tobacco products also are similarly treated. While vacuum fumigation requires more expensive equipment than mere vault fumigation, its degree of insurance is often well worth the additional expense. Nevertheless, vault fumigation in an inexpensively constructed chamber is effective, and any candy manufacturer handling appreciable volumes of nutmeats and other infested ingredient materials will find it indispensable for effective insect control.

Such circumstances as have been revealed above lead up to the question of what constitutes effective and safe infestation control of rodents and insects in a candy plant. Assuming a reasonably modern constructed confectionery manufacturing establishment, it is advisable, first of all, to start with good housekeeping and consistent sanitary control practice. It might be advisable to

(Please turn to page 62)

Labor Economies in a Candy Plant

By LOUIS TARNOPOLL

IN RECOMMENDING LABOR economies it is important to emphasize that, while aiming to attain greater labor productivity, these economies are not to be achieved by "speeding up" labor. These are to aim at so coordinating the environment, the equipment, and the methods as to enable labor to achieve the greatest productivity possible without resort to "speed up" and with a minimum of fatigue at the end of the day.

It is a truism nowadays that skilled labor is more valuable to management than a good machine. For while a machine may be purchased over the counter, skilled labor—integrated in the economy of the plant—cannot. In hiring new employees, no matter how skilled, management spends a certain amount of time and money training and integrating each worker into the plant. Having invested in him, management must see to it that it derives a reasonable return on the investment.

The greatest foe of labor and management is fatigue. For while a machine, if lubricated, can operate at a uniform pace a considerable time without slackening, a human being cannot. A human being will slacken in proportion to the increase in his body fatigue.

Many factors contribute to fatigue, resulting in labor inefficiency. By analyzing these factors it may be possible to reduce them so as to operate labor at maximum pitch without causing fatigue. In the overall picture, such factors may be divided into the *environmental*, the *occupational*, and the *personal*.

Frequently management neglects to recognize the fact that employees, whether male or female, are affected by environmental conditions. This is shortsighted on the

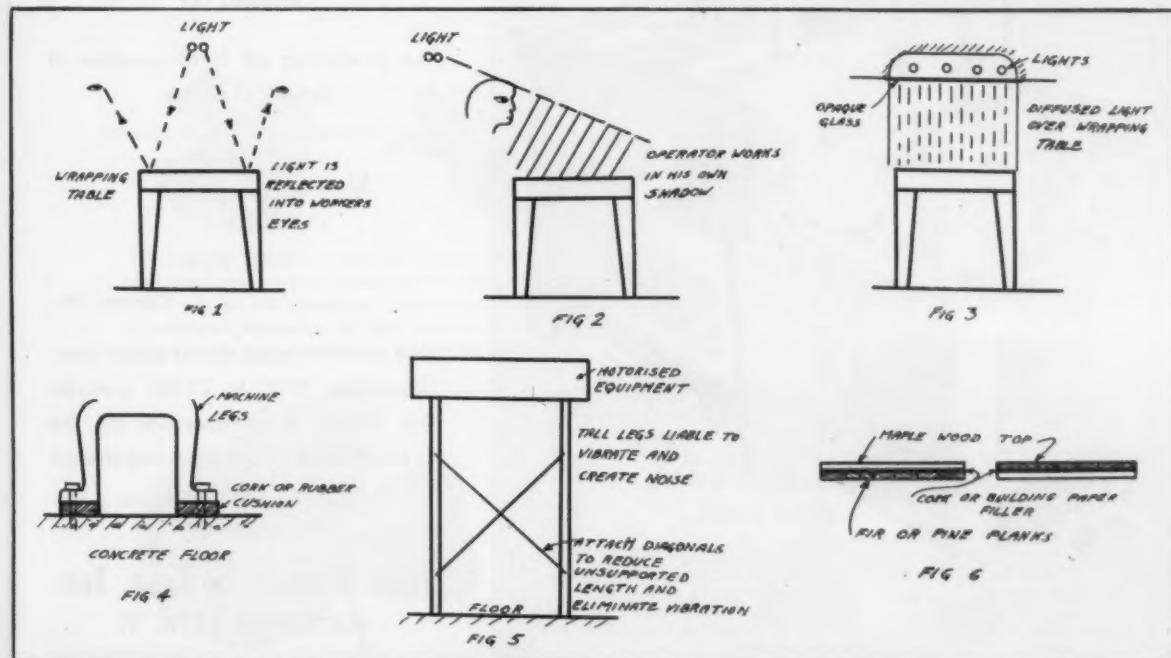
part of management. Neglect of this fact that environmental factors have a direct bearing on the productivity of labor results in dollars and cents losses.

It might be stated as one of the precepts of modern efficient management that employees are comfortable and consequently efficient if they have sufficient room near their place of work and don't feel cramped; if the floors are spotless, precluding an accumulation of dirt; if the windows are cleaned frequently, affording a maximum amount of light; if the air is cool and neither dust laden nor hot and humid. In passing, it might be questioned whether management were as efficient if its offices were cluttered, stuffy, the windows unwashed. Because of greater body fatigue, labor, it should be remembered, is more sensitive to good housekeeping than is management.

What is adequate light for a specific type of work? When is that light insufficient or when is it glaring and annoying, likely to lower the worker's productivity?

Two elements have a definite bearing on eye fatigue and eventually on the overall efficiency of an employee. One is the size of the object he is working on. The other is the contrast between the appearance of the object and its background. When an object is small or is not definitely distinguishable from the background, the eye will be constantly focusing to distinguish the object more clearly. If the object is small, if the light is inadequate, if there is no adequate contrast between the object and its background, if the operation is repeated many times, fatigue will be increased and, unless provided for, will impair the operator's efficiency.

All objects are seen by reflected light. When a light source hits an object, some of the light is absorbed and



the other reflected into our eyes. Thus a white object is one which absorbs very little light, most of it being reflected, whereas a dark object absorbs most of the light and reflects very little. A shiny object will also reflect most of the light directly into our eyes. A dull looking object will diffuse the reflected light, some of it striking our eyes, some of it reflected elsewhere.

Figures 1 and 2 show two conditions where light sources may have a tendency to cause eye fatigue. Thus the light source in *Figure 1*, located at a point in front of the operator (or between two operators) would tend to reflect into the operator's eyes and, should the bench be shiny, tend to cause a glare. *Figure 2* shows the light source located back of the worker. In this instance, the man would have to work in his own shadow. His eyes would have to make constant adjustments to discern the object he is working on. Neither layout is satisfactory.

Figure 3 shows a compromise between the two layouts, precluding both glare and shadow on the work bench. This layout eliminates a single source of light and replaces it with a source which, covered by an opaque glass, distributes diffused light over the entire working area of the bench, eliminating shadows and glare at the same time. The bench top should also preferably be of wood as likely to be less shiny than metal and thus less likely to reflect a glare into the operator's eyes.

The wattage of the lamps to furnish sufficient light on the working space should be studied carefully. While windows may or may not add additional light for the bench, it is good practice to so space the lights in a plant that no shadows from any source are thrown on the work bench. It is also good practice to place benches at right angles to windows, as otherwise the men will

have to work either in their own shadows or in the object's shadow. Good practice requires a minimum intensity of about 10 foot candles on the working bench assumed to be 30 inches above the floor.

As mentioned above, the worker's eye constantly focuses itself to discern the object it is looking at against its background. To reduce such focusing where there is no color contrast modern plants paint the ceilings, walls, floors, machines, and machine parts with distinctive colors. Recommended colors may be as follows:

Ceiling: High reflecting color such as white.

Walls: A vista green or bright yellow to give the psychological effect of simulated sunlight.

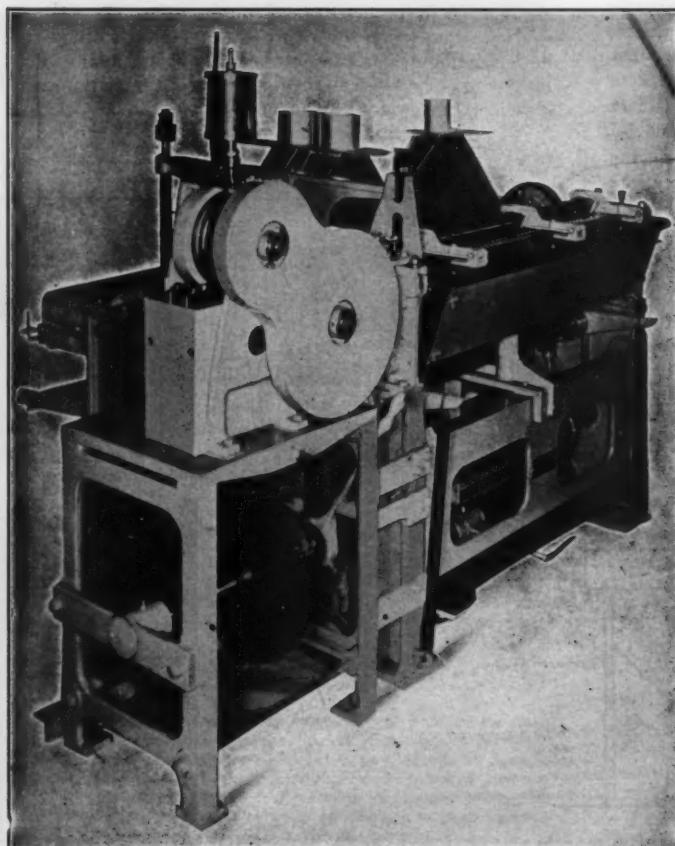
Floors: Light colors such as light gray; aisles painted yellow or orange.

Machines: May be painted a light gray or a lighter green than the walls, moving parts and especially critical points painted red.

Moving equipment: Trucks, cranes, conveyors, as well as platform ladders, and steps should be painted a bright color to contrast with the rest of the environment.

Noise Harmful to Health

Noise in a plant is basically caused by moving or vibrating elements that oscillate the air—the condition being favorable for the amplification or conduction of the noise—may have quite a disastrous effect on the health of the worker. It may cause excitation or irritation on his part and result in lack of concentration as well as a progressive deterioration of the hearing and attentive faculties. As a good deal of factory noise is caused by motors transmitting vibrations through the concrete, one way to reduce vibration is to insulate the



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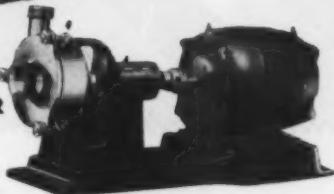
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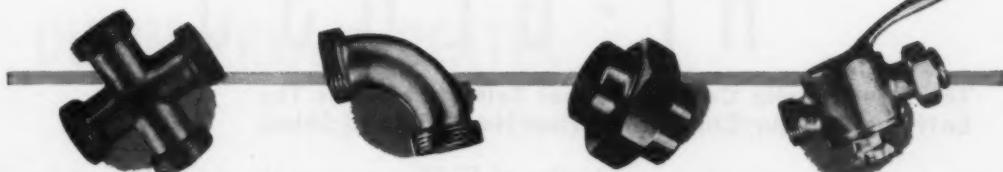
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motor legs from the floor (Figure 4). Long unsupported steel posts or hangers also cause vibration. This could be remedied by fastening diagonals so as to reduce the unsupported lengths (Figure 5). Another method is to erect a screen to isolate the sound. Covering the machine with a material like non-drying putty or felt will also reduce noise considerably.

Many industries are located in buildings having concrete floors which lack the "give" of the wooden floor. This type of floor will tire workers. Frequently management lays a wooden floor over it, but a wooden floor over concrete tends eventually to become unclean. A better remedy is to provide small platforms made, as shown in Figure 6, not to give easily under the worker but yet simulate wooden floors.

Some fatigue is incurred by factors that are partly environmental, partly occupational. Thus, certain plants do not ventilate the premises sufficiently. This results in air that is impure and laden with corn starch, sugar, or chicle—air that is pungent and hard to breathe. In other cases, the working space may be hot or humid due to the presence or introduction of hot, humid supplies such as marshmallow or gum. It is obvious that this state of affairs can be cured only by ventilating, or still better, air conditioning the space.

Occasionally, however, such air conditioning neglects to provide for the comfort of employees and is installed mainly with an eye to the ease of handling of the product only. It must be emphasized, therefore, that the air conditioning must consider the comfort of the employee as much as the needs of the product.

Other occupational as well as personal causes resulting in fatigue may be mentioned as (a) the monotony of

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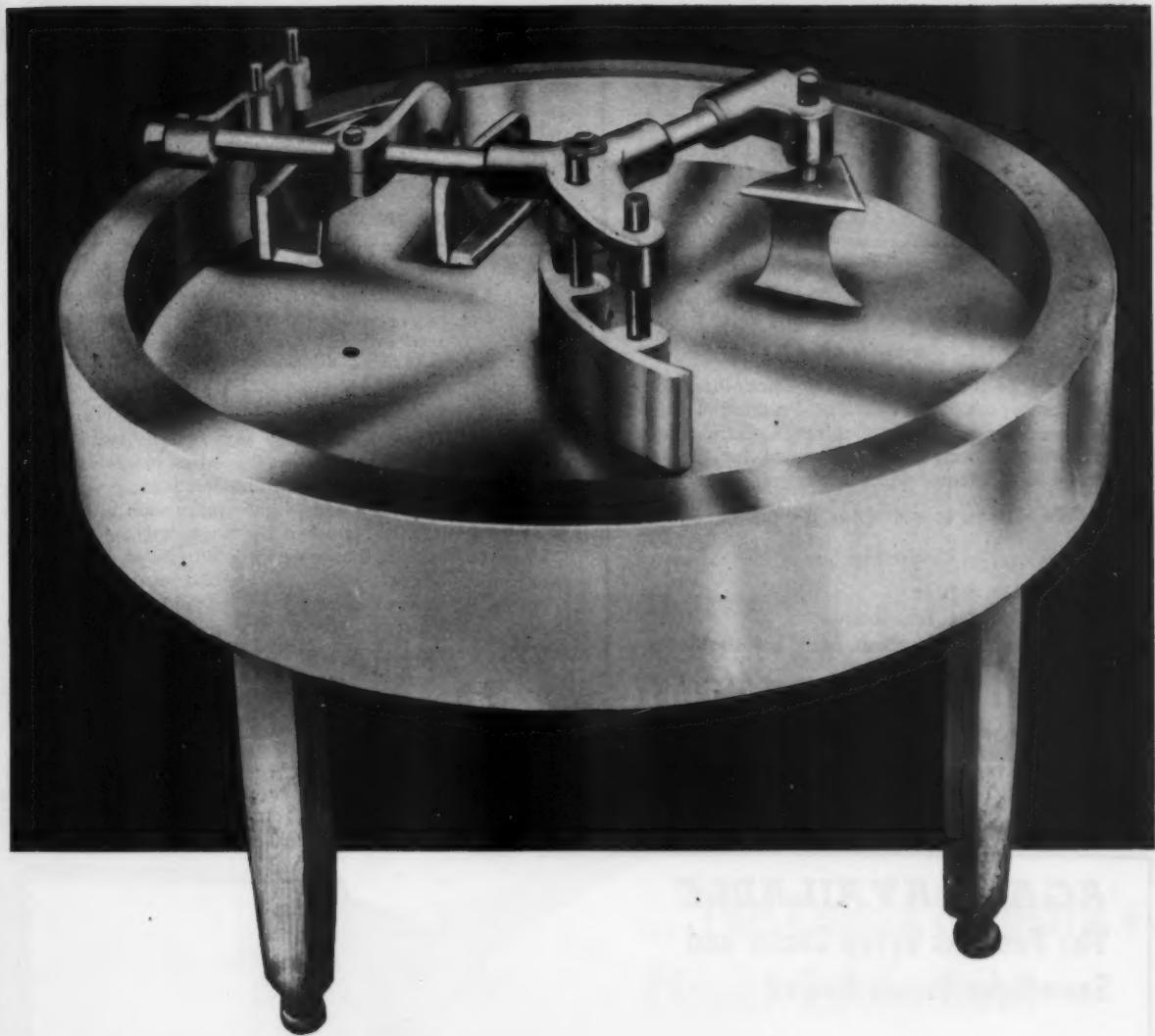
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YOU'LL find this Dubin Cream Beater ideal for batches of straight or closely doctored fondant, fondant icings, fudge and similar confection. The Dubin Cream Beater is of all steel construction with plow and scrapers of cast polished bronze. Exterior is enameled white. Bed and cooler is built of highly polished steel and contains a handy drain plug. The legs are adjustable for height to accommodate either the operator or uneven floors, assuring a more

uniform and finer mix. The Dubin Cream Beater is equipped with a one horsepower motor and V-belt drive connected to a housed bronze worm gear running in an oil bath. Always quiet in operation, you can expect many years of hard service.

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Motor 1 h. p. 220/440—3 phase

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Diameter 3 feet

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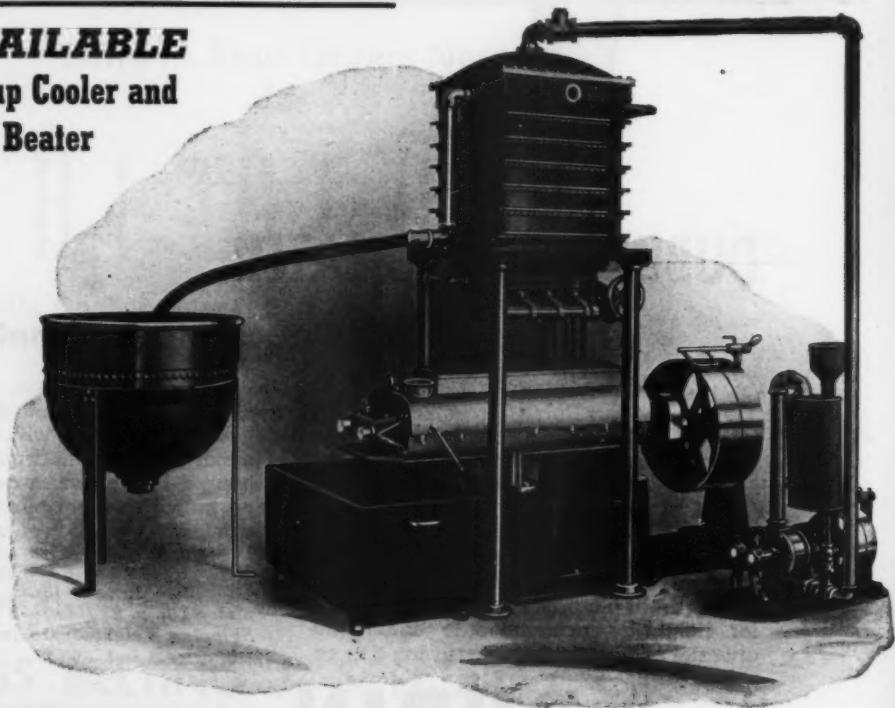
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syrup pump. For con-
tinuous production of
fondant. Provided in
any capacities. (Vac-
uum Type Shown.)

Makers of
The World's Finest
Fondant Machinery



JOHN WERNER & SONS, INC.
713-729 Lake Avenue

Rochester 13, N. Y.

the job, (b) the accident hazard of the job, (c) the concentration or attention required on the part of the worker. Sometimes supervisory relationships, sometimes home environment may cause nervous tensions. Tensions will result in fatigue.

It is impossible to remedy all such causes, yet some remedies might be recommended. A visiting psychologist, attached to the personnel department, with whom the employee can discuss his personal problems might

*The Candy Equipment Preview section of
The Manufacturing Confectioner will be sent
free to purchasing executives of candy plants.
Just send in your request on your letterhead.*

be found helpful. On the other hand, periodic changes of occupation for employees has been found beneficial in many plants. Ten-minute rest periods twice a day have been found satisfactory in other places and have not resulted at all in any production loss.

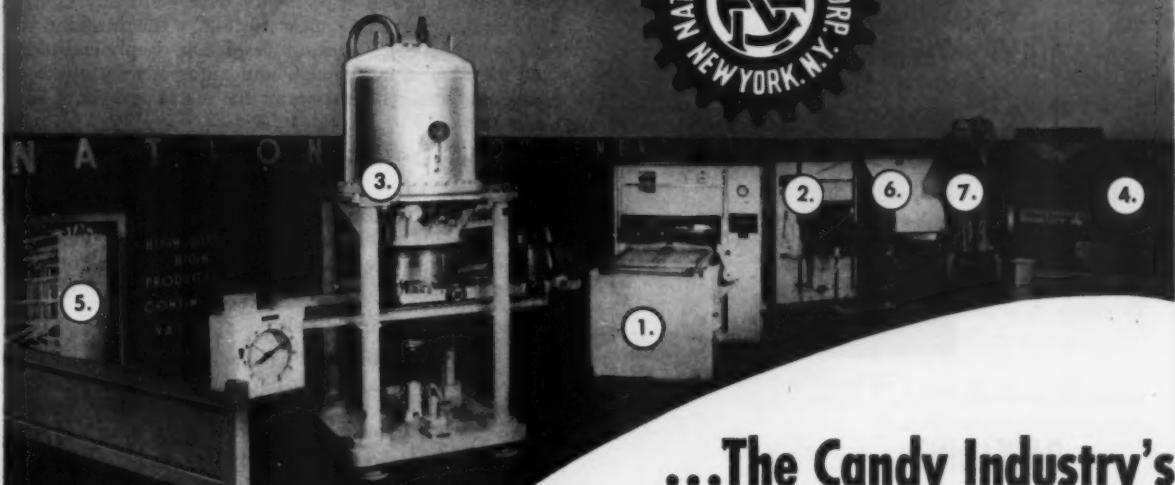
During the rest periods, light snacks such as milk and cokes—frequently furnished by management—have been found to result in increased productivity in addition to reducing fatigue. Many places find also that music, attuned to various categories of workers and to various types of occupations, has a relaxing effect on the worker.

The position of the worker during work frequently becomes tiring. Standing in a bent position for too long a period will tend to tire his muscles. It is imperative to see that machines or benches be adjusted to the height of the worker or a worker found suitable to the particular machine.

The reduction of fatigue on the part of employees will repay management in dollars and cents.

1.
2.
3.
4.
5.
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7.

...The
Sensation
of
the N.C.A.
Convention...



*Order Now
for your
Fall Production!*

...The Candy Industry's
Finest Equipment —

Unchallenged for Quality and Production

YOUR SOUNDEST INVESTMENT FOR LONG-TIME PROFITS

1. National 34 in. Enrober & Feeder
2. National 24 in. Enrober & Feeder
3. National 2000 lb. Continuous Cooker
4. National Depositor
with Hydro-Seal Pump Bars
and Stainless Steel Hopper
5. National Automatic Tray Stacker
6. National Blancher
7. National Choc. Temp. Unit with
Stainless Steel Choc. Melter

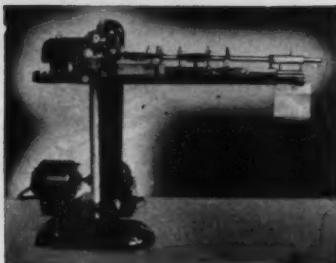
For over 50 years, National has followed the policy of building machines to a standard of uncompromising excellence. Our engineers have always had a single requirement — to bring to the candy industry the finest equipment it is possible to provide. And so recognized in the trade by reason of past and present performance records, National Equipment and its many products, stand today unchallenged for quality . . . and production.

National, always looking to the future, is constantly striving to improve its present modern equipment . . . and therefore, now more than ever, is looked up to by confectionery manufacturers for leadership. You can do no better than "the best" — and for your needs today and tomorrow, see National . . . "The Candy Industry's Finest Equipment".



NATIONAL EQUIPMENT CORP.
153-157 CROSBY ST. NEW YORK 12, N.Y.

A



Amsco Automatic Rotary Bag Sealing Machine

SOLVES YOUR



Corley-Miller Wrapping & Sealing Machine

PACKAGING



Simplex Bag Making Machine

PROBLEMS

Step up production and cut down your costs with Amsco equipment—adds speed and efficiency to your packaging.

- bag sealing ● bag making
- bag and carton weighing and filling
- bag aligning and conveying
- wrapping ● sheeting and gluing
- sandwich making and wrapping
- hand and foot operated sealing devices



Candy Equipment News

The products described in these columns are all coded for your convenience. You may write in to THE MANUFACTURING CONFECTIONER for any further information on any one of these items and further information will be sent to you. Make use of this section to keep up-to-date on new candy equipment of all types. Information on these items is free for the asking.

Electronic Metal Detector

A scientifically designed automatic inspection equipment for the detection of metal particles of any kind in non-metallic materials such as food. The machine detects metal particles irrespective of how deeply embedded they may be, it is claimed, and automatically ejects or marks that unit which contains the metal particle. Check *Code M07A47*.

Heavy-Duty Depositor

The heavier frames and balanced construction of this depositor are said to provide a vibrationless performance which prevents disturbance to starch mold impressions. New features are five speed variations and an all-welded, leak-proof, stainless steel hopper. Check *Code M07B47*.

Plastic Cooling Tunnel Belt

This cooling tunnel belt is made of plastic which, it is claimed, gives a mirror-like, hand dipped finish to the bottoms of machine coated chocolates. The material is also available in re-usable sheets for hand dipping. Check *Code M07C47*.

Rotating Pan-Type Mixer

This new mixer is designed for coating, coloring, tumbling, polishing, and finishing candies and candy-coated chewing gums. Motor-driven, the mixer has a 135 degree tilting range and is available in sizes up to 2,500 lbs. batch capacity. Check *Code M07D47*.

Caramel Cutting Machine

The time-saving feature of this cutter is its removable cutting head which can be changed for different size cuts and easily cleaned. For sanitation and safety, the cutter and mechanism are enclosed in guards. Stainless steel sides and white, canvas conveyor belt. Check *Code M07E47*.

Continuous Die Pop Machine

This new machine, in one continuous, rotary operation feeds, sizes, cuts, forms, inserts sticks, and ejects pops. Dies of any size or shape can be supplied, and the machine itself can be adjusted to vary the size and weight of the pops without changing dies. Check *Code M07F47*.

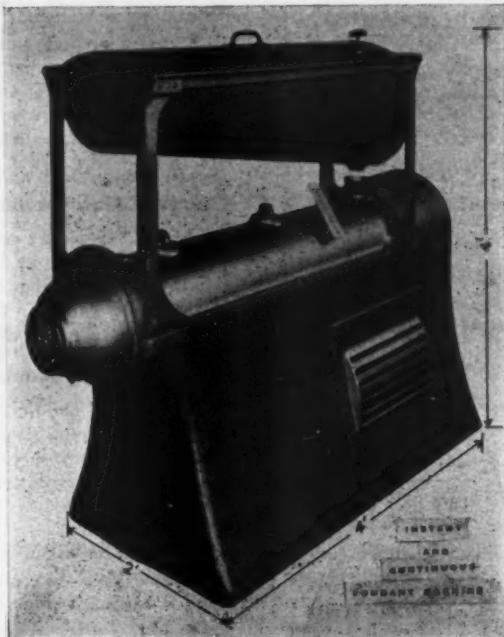
New Chocolate Melting and Tempering Kettle

This new kettle is the result of plans drawn up through the cooperation of two candy manufacturers, an official food control agency, and a machinery manufacturing concern. It has been unconditionally accepted by the New York City Health Department, and the manufac-

The **INSTANT** and **CONTINUOUS** **FONDANT MACHINE**

**IS THE MOST OUTSTANDING FONDANT
MACHINE OFFERED THE CANDY INDUSTRY**

- Takes your fondant making methods out of the horse and buggy days and brings it up to modern times.
- Starts production immediately after the syrup is cooked.
- Eliminates pre-cooling of cooked syrup.
- Keep it supplied with cooked syrup and it produces fondant continuously, as simple as water flows from a faucet.
- Employees spend time producing, not wasting your time.



- Produces only the finest, smoothest fondants and Bon Bon fondants that are the peak of perfection.
- Streamlined, compact design saves tremendous amount of valuable floor space.
- Fully enclosed, assures cleanliness and, above all, a quality product.
- As modern and attractive as the most modern candy kitchen.
- Finest, most modern, most efficient fondant machine offered the industry.

THE HEART OF THE MODERN CANDY PLANT

The **INSTANT** and **CONTINUOUS** way is the **BEST** way . . .
The most **MODERN** way to make finer, smoother **FONDANTS**

Thinking Of Modernizing Your Fondant Department?

Then you owe it to yourself to investigate this fine modern machine, before you make your final decision. **Now --- is the Time**

ORDER NOW --- TO ASSURE EARLY DELIVERY

CONFECTION MACHINE SALES COMPANY

30 North La Salle Street • Chicago 2, Illinois • Telephone Andover 3204



ROSE I. S. T. Twist Wrapping Machine
twist wraps pieces of irregular shapes at speeds up to 160 per minute. Neatly twists both ends and INDIVIDUALLY PROTECTS your candy. Permits eye-catching, appetizing display—increases impulse-buying sales. Hygienically protects candy from dirt, moisture and handling.

USED BY THE COUNTRY'S LEADING CONFECTIONERS

Write the Rose Machinery Division for new circulars on this and other Rose Candy Machines

INDIVIDUALLY PROTECTED CANDY



AMERICAN MACHINE & FOUNDRY CO.
511 FIFTH AVENUE, NEW YORK 17, N. Y.

turers claim that its speed and sanitary advantages will revolutionize kettle designing. Check *Code M07P47*.

Insect and Rodent Control System

This firm offers not only scientifically compounded formulas for insect and rodent control, but also a service which includes periodic surveys of your plant and confidential reports by their sanitation engineers. Check *Code M07G47*.

Newly Designed Marshmallow Beater

Offered in two sizes, 80 gal. and 110 gal. capacities, this newly designed marshmallow beater is said to have, as improving features, outside stuffing boxes, a new type drawoff, stainless steel body, and aluminum legs. Check *Code M07I47*.

Improved Chocolate Mixer

A new chocolate mixer which, it is claimed, incorporates several improvements in its design, offers a single unit with 13,000 to 20,000 lbs. capacity and steam-jacketed storage facilities which keep the chocolate in liquid state until ready to be used. Check *Code M07K47*.

Candy Pulling Machines

These 1947 model pulling machines, the manufacturer claims, are lowest in initial cost and in upkeep. They handle hard-boiled candy, soft-boiled candy, and tailings. With proper handling they are said to be good for more than 20 years of service. Check *Code M07N47*.

Automatic Tray Stacker

Designed to handle both metal and wooden trays, this machine eliminates manual stacking at the depositor and can be synchronized to any mogul speed. Manufacturer claims it will handle trays faster than any other system. Check *Code M07Q47*.

Depositor Pump Bars

These pump bars—made with solid, stainless steel pistons—feature separate inlets and outlets so that candy flows directly from the tank into the pump. Manufac-

Circle Coded Items in Which You Are Interested in Getting Literature

M07A47	M07B47	M07C47	M07D47
M07E47	M07F47	M07G47	M07H47
M07I47	M07K47	M07L47	M07N47
M07O47	M07P47	M07Q47	M07R47
M07S47		M07T47	

Name.....

Company.....

Position.....

Address.....

City.....

State..... Zone.....

turer states that because of precision workmanship this pump bar should out-wear and out-perform all other types. Check *Code M07R47*.

Hard Candy Equipment

Designed to produce all types of hard spherical-shaped candies, this automatic machine has a capacity of 3,000 to 10,000 lbs. Check *Code M07S47*.

Small Size Fondant Machine

This new machine is the junior model of an instant and continuous fondant machine. It is table-size, is specially designed for smaller manufacturers and has a capacity of 100 lbs. per hour. Check *Code M07H47*.

Candy Tablet Presses

With a production rate of up to 3,500 tablets per minute, these machines are built to produce candy tablets from sugar in powdered form or in a cooked, hot condition. Thickness and weight of tablets can be controlled by simple adjustments on the machines. Check *Code M07O47*.

Chocolate Processing

This firm offers machines which, it is said, will produce 1,000 lbs. of chocolate liquor per hour from the nibs in a low-cost, continuous process. Check *Code M07T47*.

New Model Cocoa Press

This firm has replaced its 10-pot cocoa press with a new model. The improved, five-pot press has a greater capacity and is said to be faster and more easily operated than the old model. Check *Code M07L47*.

Stehling's

New Chocolate Mixers

Now Offers improved machines with 13,000 and 20,000 lb. capacities.

10 H.P. Chocolate Coating Mixer

25 H.P. Paste Mixer

Speed--- it replaces mixing kettles of only 2,000 lbs. capacity with a single unit of 13,000 or 20,000 lbs. capacity.

Performance--- it works out the coating—reduces the viscosity of the materials—stabilizes this viscosity with great speed—SPEED that saves time and cost.

Storage Capacity--- it provides steam-jacketed storage facilities, keeping the coating in liquid state until ready to be used.

WRITE FOR FULL DETAILS

Factory Representative

Mr. R. S. Hislop, 1517 Grange Ave., Racine, Wis.

CHAS. H. STEHLING CO.

1303 N. 4th St.

Milwaukee 12, Wis.

HUBBERT

Stainless Steel Steam Jacketed Kettles—Stationary or Tilting—with or without Agitators and Scrapers, Safety Valves, Draw Off Valves, etc. All Hubbert Kettle Shells are seamless, die drawn from one single sheet. Shells have no welds to crack, corrode, contaminate or leak.

Special Equipment To Your Design



1. SEAMLESS SHELLS

- 2. SANITARY
- 3. EFFICIENT

Hubbert Kettles built to ASME & CANADIAN Codes.
Request certificates when ordering.

4. SUPER QUALITY

- 5. SAFE
- 6. DURABLE

Manufactured by:
B. H. HUBBERT AND SON, Inc.
1311 South Ponce Street,
Baltimore 24, Md.

Exclusive Distributor
Baking & Confectionery Industries:
VACUUM CANDY MACHINERY COMPANY
15 Park Row, New York 7, N. Y.

• **Oakite Products, Inc.**: A 12-page illustrated booklet describing the new Oakite-Vapor Steam Cleaning Unit is being distributed. Free copies are available. Address 136C Thames St., New York City 6, N. Y.

• **A. E. Staley Manufacturing Co.**: Approval of a \$10,835,000 modernization program by the firm's board of directors is announced. Engineering work on new facilities to increase the corn grind 50 per cent to 75,000 bushels daily is continuing.

• **Dow Chemical Co.**: Recommendation by the board of directors of a four-for-one split of outstanding common stock is announced by Willard H. Dow, president. Issue of 400,000 shares on a new second preferred stock is also authorized.



**ALWAYS
DEPENDABLE**



IDEAL

WRAPPING MACHINES

The satisfaction of KNOWING that their wrapping machines will give EFFICIENT, UNINTERRUPTED SERVICE AT ALL TIMES is just one reason why candy manufacturers the world over prefer IDEAL Equipment. These machines, suitable for both large and small manufacturers, are fast, always de-

pendable and economical. The SENIOR MODEL wraps 160 pieces per minute; new HIGH SPEED SPECIAL MODEL wraps 325 to 425 pieces per minute.

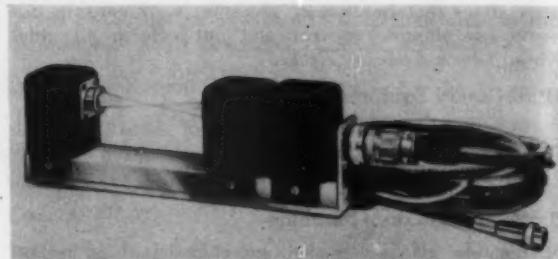
Both machines are built for the most exacting requirements and carry our unqualified guarantee.

Write for complete specifications and prices

IDEAL WRAPPING MACHINE CO.

EST. 1906

MIDDLETON, N. Y. - - - U. S. A.



PHOTOELECTRIC ACTUATOR for counting candy and other products responds to changes in light level as small as 20 per cent, detects objects at rates up to 15,000 a minute. Manufactured by Potter Instrument Co., Flushing, N. Y.

• **Monsanto Chemical Co.**: Dr. Charles Allen Thomas, executive vice-president and technical director has been awarded a medal by the Industrial Research Institute, Inc., for "inspiring leadership in the development of the American research system and for the participation thus in the American chemical enterprises."



BRADLEY S. DAWES (right), Mid-West manager of Marco Co., Inc., recently opened a new showroom and offices (below) at 624 S. Dearborn, Chicago. Mr. Dawes started in candy by helping his grandfather, C. E. Searles, job confections, and recalls carrying candy to Maine accounts with a pack and on snowshoes.



Voorhees Molds

The Modern Method of Casting Candy!

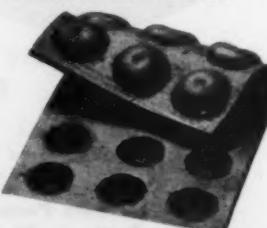
Voorhees Rubber Molds simplify operations. Saves time and stops waste. Made of the purest live rubber these molds are odorless and insure freedom from dust. They control moisture, and yield a better finished product.

Voorhees Molds are manufactured in all standard patterns or your own patterns and brand markings will be made to your order.

IF YOUR JOBBER CANNOT SUPPLY YOU, WRITE US DIRECT.

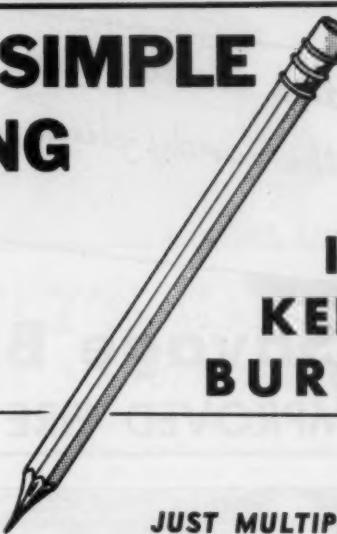
VOORHEES RUBBER MANUFACTURING CO., Inc.

151 EAST 50TH ST., NEW YORK 22, N. Y.



IT'S JUST AS SIMPLE AS FIGURING

2 x 2
TO . . .



SEE WHY
IT PAYS TO
KEEP A SPARE
BURRELL BELT

WHEN YOU BUY
BURRELL BELTS
YOU
"BUY PERFORMANCE"

- ★ CRACK-LESS Glazed Enrober Belting
- ★ THIN-TEX WHITE Glazed Belting
- ★ White Glazed Enrober Belting (Double texture; Single texture; Aero-weight).
- ★ Packaging Table Belts (Treated and Untreated).
- ★ V-Belts (endless)
- ★ Innerwoven Conveyor Belting
- ★ Batch Roller Belts (patented)
- ★ Cold Table Belts (endless)
- ★ Caramel Cutter Belts
- ★ Freed Table Belts (endless)
- ★ Caramel Cutter Boards

Our 33 years of making specially designed belts for candy manufacturers gives us the experience to fill your every need.

JUST MULTIPLY			
NO. OF MEN	×	HOURLY RATE	= COST PER HR.
COST PER HR.	×	LENGTH OF BREAKDOWN	TIME COST
ESTIMATE LOSS OF OTHER LABOR DEPENDENT ON MACHINE			+ _____
ESTIMATE LOSS OF MATERIAL			+ _____
ESTIMATE LOSS OF SALES CAUSED BY BREAKDOWN IN SCHEDULES			+ _____
			TOTAL COST
Subtract this amount from cost of New Belt and see what you would save by carrying a spare to put on when machine is down.			

If you don't know the cost of a new belt fill out this coupon.

Name.....
Company.....
Address.....
City..... State.....
Type of Machine.....
Operation of Belt.....
Belt Width..... Belt Length.....
Additional Information.....

BURRELL BELTING COMPANY

413 South Hermitage Avenue

Chicago 12, Illinois

*Help your candies receive favorable
comment from the candy clinic
by installing a*

Savage Bros. IMPROVED FIRE MIXER



PORABLE

FIRE MIXER, MODEL S-No. 3

Offering the Following New Features

Low Carbon Steel Castings V-Belt Drive

Gear Head Motor

Lower Maintenance Cost

The Fire Mixer can be purchased with single or double action agitator. Added attachments which can be bought are stainless steel drip pan and stainless steel cream can, new type thermometer, thermometer holder.

SAVAGE BROS. CO.

Over 91 Years Manufacturing Quality Food Equipment

2638 GLADYS AVE.

CHICAGO 12, ILL.

Since 1855



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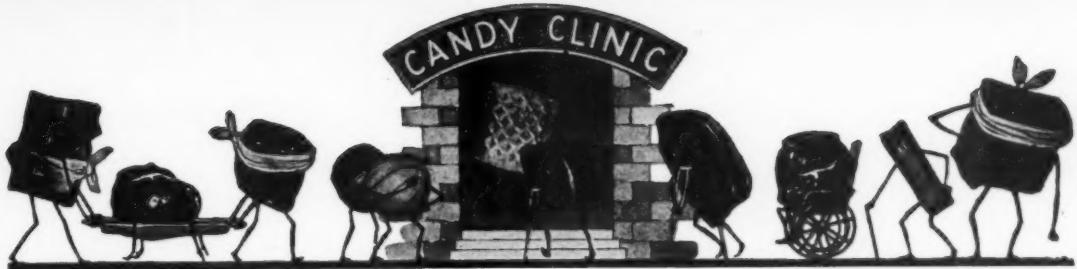
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for



THE INDUSTRY'S CANDY CLINIC

HELD MONTHLY BY THE MANUFACTURING CONFECTIONER

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus avail ing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

Gums; Jellies; Undipped Bars

CODE 7A47

Lemon Jelly Squares—1/4 Lb.—13c
(Purchased in a chain department store, N. Y. C.)

Sold in Bulk

Color: Good.

Texture: Good.

Flavor: Fair.

Remarks: Suggest more flavor be used as piece had a very mild flavor of lemon.

CODE 7B47

**Turkish Chewing Candy Bar—
1 1/4 ozs.—6c**

(Purchased in a stationery store, N. Y. C.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; white printed in red and blue.

Color: Good.

Texture: Good.

Taste: Good.

Remarks: The best bar of this kind that the Clinic has examined this year.

CODE 7D47

Assorted Jelly Gums—14 ozs.—50c
(Purchased in a confectionery store, N. Y. C.)

Appearance of Package: Good.

Box: White; printed in green, red, and yellow.

Appearance of Package on Opening: Good.

Colors: Good.

Texture: Good.

Flavors: Good.

Remarks: The best box of this kind that the Clinic has examined this

year. Pieces are well made and flavors were good.

CODE 7E47

Nut Fudge Bar—1 1/2 ozs.—6c
(Purchased in a hotel lobby, Cincinnati)

Appearance of Bar: Good.

Size: Good.

Wrapper: Cellulose, printed in red and white.

Bar:

Color: Fair.

Texture: Good.

Taste: Fair.

Remarks: Suggest that a good vanilla flavor be used as bar lacked a good flavor. Can say that this bar has improved since the Clinic examined it some time ago.

CODE 7F47

**Assorted Jelly Drops (small)—
1 lb.—40c**

(Purchased in a chain department store, N. Y. C.)

Sold in Bulk

Colors: Good.

Texture: Good.

Flavors: Fair.

Remarks: Suggest a better grade of flavors be used in the red and green pieces.

CODE 7G47

**Assorted Salted Nuts—8 ozs.
(26c Canadian)**

(Purchased at a Hudson's Bay Store, Vancouver, British Columbia, Canada)

Appearance of Package: Good.

Container: Round, vacuum-packed tin; printed in red, white, and blue; im-

print of dish of nuts in colors.

Contents: Almonds, brazils, pecans, cashew, filberts, and peanuts.

Roast: Good.

Salting: Good.

Texture: Good.

Assortment: Good.

Remarks: Cheaply priced at 26c (Canadian money). One of the best cans of salted nuts that the Clinic has examined this year.

CODE 7H47

**Assorted Hard Candy Pops—
4 ozs.—12 pieces—29c**

(Purchased at a Rhodes Department store, Tacoma, Wash.)

Appearance of Package: Fair.

Box: Folding chip board; printed in red and blue.

Appearance of Box on Opening: Fair.

Colors: Good.

Texture: Good.

Flavors: Very poor. Caramel pop was good.

Remarks: Suggest a better grade of flavors be used.

CODE 4R47

**Chocolate Panned Almonds
—12 ozs.—\$1.10**

(Purchased in a department store, Chicago, Ill.)

Appearance of Package: Cheap for this priced candy.

Box: One-layer type; white printed in red and blue.

Appearance of Box on Opening: Good.

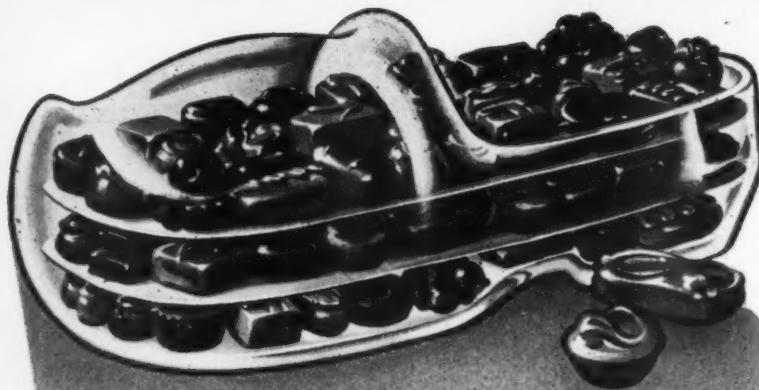
Color: Good.

Finish: Good.

Panning: Good.

Taste: Good.

Remarks: One of the best chocolate



for the best

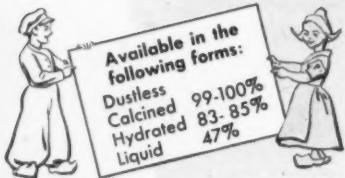
DUTCH PROCESS COCOA & CHOCOLATE

use



SOLVAY Potassium Carbonate

One of the most important steps in developing Dutch Process flavor is the neutralization of the acidity. Large manufacturers of Dutch Process Cocoa and Chocolate, to make sure of full flavor, specify SOLVAY Potassium Carbonate. If you want flavor that is always uniform, specify SOLVAY Potassium Carbonate.



SOLVAY SALES CORPORATION

*Alkalies and Chemical Products Manufactured
by The Solvay Process Company*

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BRANCH SALES OFFICES:

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Honey

We Solicit Your
Inquiries

FOREIGN COMMODITIES CORP.

100 Hudson St., New York 13

Telephone: WAker 5-6286

panned almonds that the Clinic has examined in some time. Suggest a better and more attractive box. Also a cellulose wrapper.

CODE 7C47

Assorted Jelly Drops—3½ ozs.

—10c

(Purchased in a hotel lobby,
Cincinnati)

Appearance of Package: Good.

Size: Good.

Wrapper: Cellulose bag, printed paper clip on top.

Colors: Good.

Texture: Good.

Flavors: Good.

Remarks: The best 10c package of its kind that the Clinic has examined this year.

CODE 7O47

Vanilla and Chocolate Nut Fudge

—1 lb.—89c

(Sent in for analysis No. 4516)

Sold in Bulk—½ lb. piece of vanilla and ½ lb. piece of chocolate.

Colors: Good.

Texture: Dry and tough.

Taste: Fair.

Remarks: Both vanilla and chocolate lacked flavor. Suggest more salt be used also more chocolate in the chocolate fudge and more vanilla in the vanilla fudge. Formula needs checking as fudge is not up to standard. Highly priced at 89c the pound.

CODE 7S47

Sweet Chocolate Vitamin Bar

—1½ ozs.—10c

(Purchased in a variety store,
Chicago)

Appearance of Bar: Good.

Size: Fair.

Wrapper: Gold foil printed in blue and white.

Chocolate: Dark.

Color: Good.

Texture: Good.

Gloss: Good.

Molding: Good.

Remarks: The best chocolate vitamin bar that the Clinic has examined in some time.

CODE 7P47

Chocolate Covered Peanut and Marshmallow Bar—1½ ozs.—6c

(Purchased in a hotel lobby,
Cincinnati)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; printed in brown and orange.

Coating: Dark: Poor.

Center: Color: Good.

Texture: Good.

Taste: Fair.

Remarks: Very cheap coating, spoiled the eating qualities of the bar.

CODE 7N47**Turned Hard Candy—8 ozs.—25c**

(Purchased in a drug store,
Minneapolis, Minn.)

Appearance of Package: Fair. Red cellulose bag; printed paper clip on top.

Color: Good.

Texture: Good.

Flavor: Good.

Remarks: Suggest a white cellulose bag, printed in green; for candies of this type.

CODE 7L47**Old Fashioned Molasses Candy Bar—1 1/2 ozs.—6c**

(Purchased in a stationery store,
N. Y. C.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Paper backed foil; printed in red, blue, and gold.

Color: Too dark.

Texture: Tough.

Flavor: Fair.

Remarks: Bar lacked a good molasses flavor.

CODE 7I47**Assorted Jelly Drops—1 lb.—49c**

(Purchased in a cigar store, N.Y.C.)

Appearance of Package: Fair.

Box: One layer, buff color; printed in blue and white; imprint of drops in colors.

Appearance of Package on Opening: Good.

Colors: Good.

Texture: Good.

Flavors: Poor.

Remarks: Drops are not jelly, they are gum. Some of the pieces lacked flavor.

CODE 7R47**Chocolate Covered Pecan and Peanut Bar—1 1/4 ozs.—6c**

(Purchased in a hotel lobby,
Cincinnati)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine; printed in pink and blue.

Coating: Light: Fair.

Center: Color: Good.

Texture: Good.

Taste: Fair.

Remarks: Nuts had an old taste. Suggest center be checked.

CODE 7M47**Chocolate Coated Peanut Chew Bar—1 1/4 ozs.—6c**

(Purchased in a restaurant,
Cincinnati)

Appearance of Bar: Good.

Size: Good.

**FERBO FINE ART
IMITATION FLAVORINGS**
Create Captivating Taste

Straight Butter Flavor

92 Score Quality

Butter-Cream Flavor

High-Score Butterscotch Flavor

Caramel-Nut-Butter Flavor

Rum-Butterscotch Flavor

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Wrapper: Glassine; printed in red, brown, and blue. Two bars on layer board.
Coating: Dark: Fair.
Center: Color: Good.
Texture: Good.
Taste: Good.
Remarks: One of the best bars of this kind that the Clinic has examined this year.

CODE 7J47

Chocolate Coated Peppermint Cream Bar— $\frac{1}{8}$ ozs.—5c

(Purchased in a drug store, St. Paul, Minn.)

Appearance of Bar: Fair.

Size: Small.

Wrapper: Inside foil, outside paper band printed in orange, white, and green.

Coating: Dark: Poor.

Center: Color: Poor.

Texture: Poor.

Flavor: Poor.

Remarks: Not a good eating cream bar.

Chewing Gum Formulae

We would appreciate any information and/or references pertaining to the formulae for making chewing gum, particularly the so-called "Bubble Gum." We would also be

interested in the sources of supply for the materials used in making and wrapping same.

Any assistance or suggestions will be appreciated.

—California

REPLY: We have referred your problem to our technical advisor, and will send you his comments within a very few days. Should you require any additional information, please write again.—Ed.

* * *

Glucose for Cream Center

Will you kindly help me with the following problems? I would like to know if Glucose can be used in the place of corn syrup in the making of the cream center for chocolate covered cream Easter eggs.

Also, what is the largest proportion of corn syrup that can be used in the mixture with sugar to make cream center.

—Pennsylvania.

REPLY: Thanks much for your recent kind letter. We sincerely hope that the information which we mailed you from our technical advisor proved helpful to you.—Ed.

Consumer Demand is Built By Quality Candy. Fine Chocolate Coatings Help.



Merckens Chocolate Co., Inc., Buffalo 1, N. Y.

BRANCHES AND WAREHOUSE STOCKS IN
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CANDY STAND in Desplaines Theater, Desplaines, Ill., shows efficient utilization of space for merchandising. (Photo by Paul Flasckamp, of National Confectioners' Ass'n.)

• **McPhail Candy Corp.**: Headquarters have been moved from New York to the company's plant, 1719-25 S. Federal St., in Chicago, announces Russell McPhail, president. One of the largest U. S. candy manufacturers, the McPhail firm acquired the Federal St. plant and business about two years ago with purchase of the Ambrosia Candy Co. Founding the firm 20 years ago, Mr. McPhail subsequently purchased Head Candies, Inc., Atlanta.

Kids Strike Against 8c Bars

PICKET LINES OF CHILDREN around Canadian candy stores indicate the latest trend in strikes and consumer resistance.

Incensed in a 3-cent hike in nickel candy bars, children of the little town of Chemainus decided not to buy any more candy bars and to picket the stores. Within 24 hours, the once-laughing storekeepers saw the movement sweep the entire Vancouver Island and then spread to the British Columbia mainland. Anti-chocolate bar parades were staged in Vancouver. And the National Federation of Youth called for a nationwide boycott of 8-cent bars.

Success of the children started adults talking consumer strike, also. At Victoria, the Youth Action Committee announced it would support the boycott. The YMCA program secretary and the greater Victoria recreation council also announced meetings would be held.



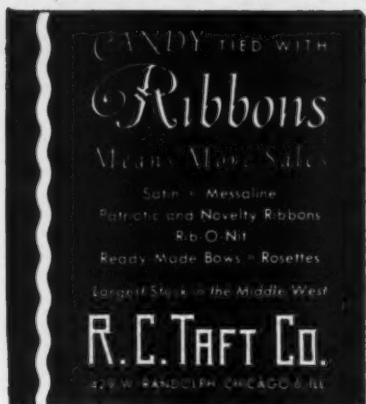
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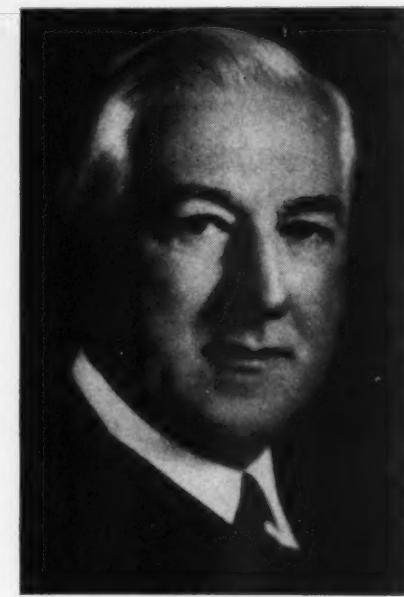
H. L. Heide Elected Firm's President

Herman L. Heide was recently elected president of Henry Heide, Inc., New York, at a meeting of the board of directors. Mr. Heide succeeds his brother, the late William F. Heide. Formerly executive vice-president of the firm, Mr. Heide and two brothers now constitute the management. Henry Heide Jr., is vice-president and secretary, and Julius A. Heide is vice-president and treasurer.

The firm's new president has long been one of the more active figures in the confectionery industry. During the war he made frequent trips to the nation's capital in the interests of the industry at large. He also worked to obtain price relief for the manufacturers of candy during OPA and has been generally accepted as one of the industry's representative spokesmen at various Washington hearings which concerned the welfare of the industry.

Mr. Heide was elected a member of the board of directors of the National Confectioners' Ass'n at the recent 64th annual convention held in Chicago. He is also vice-president of the Association of Manufacturers of Confectionery

and Chocolate. Henry Heide, Inc., is one of the country's largest manufacturers of confectionery and bakery products.



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PLANTS IN APPLE REGIONS FROM THE ATLANTIC TO THE PACIFIC

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General Offices Kansas City 1, Missouri

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the uses of pectin in the use of
commercial confectionery, can-
ning, baking, jams, jellies, pickles
and other uses of pectin.

NUTRL-JEL
Powdered Apple Pectin

CONFECTIONER'S BRIEFS

- **Melster Candies, Inc.**: A new full color brochure on "The Story of Melster Candies" is being distributed. The brochure traces the history of the Cambridge, Wis., firm, introduces various officials, and describes production techniques.
- **Frank G. Shattuck Co.**: Candy production of the firm "is decidedly better than a year ago," says William V. Wallburg, vice-president. Also president of W. F. Schrafft & Sons Corp., Mr. Wallburg says early June was a bit quiet but there still is a big demand for superior candy products. The company is bringing back some of its lines popular before the war.
- **Sanitation Code**: Work has been begun on a long range program to develop a sanitation code for use in NCA member manufacturing plants, says Charles F. Scully, chairman of the sanitary advisory committee of the National Confectioners' Ass'n.
- **Carr-Consolidated Biscuit Co.**: Four-fold expansion of candy making facilities of firm's wholly owned subsidiary, Thinshell Candies, Inc., to about 15 million pounds annually on a single shift basis is in progress. Firm is also establishing an export division to develop foreign markets.
- **Chicago Candy Club**: At the last meeting held before adjournment for the summer months the following officers were elected for 1947-48: President, Axel W. Carlson, broker; Vice President, Rolfe Lobell, sales manager of Overland Candy Co.; Secretary-Treasurer, Theodore A. Sommer, of Sommer & Waller, manufacturers' representative.
- **Curtiss Candy Co.**: A grant of \$2,500 to further brucellosis research has been accepted from his firm by the Michigan State Board of Agriculture, governing body of Michigan State College, announces Curtiss' president, Otto Schnering.
- **Wilbur-Suchard Chocolate Co., Inc.**: European hunger for chocolate is far greater than the available supply, states Walter H. Mann, president, following a six weeks' trip in England, France, and Switzerland. Foreign governmental restrictions on imports of cocoa beans as well as difficulties of production and transportation resultant from the war are reasons. In Switzerland prices for chocolate range from 50 to 100 per cent above prevailing levels in America, Mr. Mann says.
- **Canadian Candy Sales**: Candy manufacturers sales in Canada, in almost all cases, are ahead of last year, it is reported. Several producers have predicted demand will show even further increases when popular chocolate varieties are again available. A tight supply situation now limits output. Despite noticeable consumer resistance in various metropolitan centers, the April increase to eight cents from six cents in the price of bars has not curtailed sales. Higher costs of ingredients are given as the cause of this rise as well as the about 25 per cent rise in the price of boxed chocolates. Rising costs of ingredients occurred in the removal of the subsidy on cocoa, a one-cent-a-pound boost in sugar, and in nuts. Despite higher production costs, however, the present growing demand and increased consumption will result in higher earn-

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Firm, fresh, flavorful FUNSTEN PECANS add immeasurably to customer satisfaction . . . give your candies that extra touch of quality that pleases eye and palate. Adding FUNSTEN PECANS means multiplying satisfied customers . . . desirable repeat business.

For over half-a century FUNSTEN PECANS have merited the reputation of "the finest." Always uniform quality . . . carefully graded . . . firm, fresh, flavorful. More economical, too, because of low moisture content. Less shrivels or siftings reduce inspection costs.

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ings for individual firms, it is believed. Leading producers say they are selling all they produce and that backlog is continually expanding.

• **Beech-Nut Packing Co.**: An initial quarterly dividend of 35 cents a share on new common stock, payable July 1, to stockholders of record June 5 has been declared. For the three months ended March 31, 1947, net sales of \$13,526,411 and net income of \$861,561 are reported. The latter is equivalent to 56 cents a share on common. A registration statement covering a proposed public sale of 140,000 shares of common stock has been filed with Securities and Exchange Commission.

• **Walter H. Johnson Candy Co.**: New prices of 72 cents a box on Power House and Tasty Time Fudge Bars and of \$1.44 a box on Almond Delight Bars are announced. Stressing that "these new prices are not justified by any lower costs to manufacture," the firm announces its price move as "our contribution toward what we believe will be eventual price adjustments in all American industry."

"We sincerely believe you will appreciate the substantial investment we are making through this move," the firm states in a letter to its distributors, "and that you too will make adjustments in your prices to reflect the new prices quoted above. Every segment of our national distributive system, wholesaler and retailer alike, expects a decent margin of profit. These new prices will give the wholesaler and retailer such a profit and will again permit consumers to purchase "Power House and Tasty Time Fudge at 5 cents a bar."

• **Retail Confectioners Ass'n of Philadelphia**: Plans for the RCAP annual banquet to be held next February were introduced at the June meeting by Robert Keen, committee chairman. Discussions of the Chicago conventions were presented by Mrs. Malin and Messrs. Mathias, Percy, Steppacher, Hopkin, Keen, and Nuss. Ira Minter, Philadelphia area chairman of NCA's Council on Candy, discussed the Council's new motion picture. Next meeting will be in September.

• **Otto Sichel**: A partner in the General Candy Co., Inc., Newark, N. J., Otto Sichel died last month in his home of a heart attack. The candy distributing company, of which he was one of the founders, was established 15 years ago. Surviving are his wife, a son, brother, and sister.

• **Nutrine Candy Co.**: Common stock of \$1 par totaling 100,000 shares have been offered by an underwriting firm at \$8.50 a share.

TUXEDO BRAND **SEASONINGS**

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A True "Butter-like" Taste in Your Candies

If you pay 32c a pound or more for your cooking fat you can reduce the price by using BUTEX . . . and at the same time get that true "butter-like" taste and aroma in your candies.

HERE'S HOW: Add 1 lb. BUTEX Powder to 10 lbs. fat to make eleven pounds of fine "cooking butter".

Your inquiry is invited. When writing ask for
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SUPPLY FIELD NEWS

• **Armour & Co.**: Plans for construction of a new Chicago plant to cost several million dollars for production of fatty acids and a number of new chemicals developed through research are announced by George A. Eastwood, board chairman and chief executive officer. Construction will start soon, and the plant will be in partial operation early next year. Completion is expected in 18 months.

• **Monsanto Chemical Co.**: Harvey M. Harker will head a new Texas sales office in Houston for the company's products other than phosphates and plastics. Kenneth O'Connor will be in charge of office operation.

• **Flavoring Extract Manufacturers Ass'n of the U. S.**: George M. Chapman, of Liquid Carbonic Corp., Chicago, is new association president. Mr. Chapman, a brother of Harry R. Chapman recently elected president of the New England Confectionery Co., succeeds William B. Durling, of Wm. J. Stange Co., Chicago. Mr. Durling is named chairman of the executive committee. John S. Hall continues as attorney and executive secretary.

Other officers named include: Leslie S. Beggs, Styron-Beggs Co., Newark, Ohio, 1st vice-president; John N. Curlett, McCormick & Co., Inc., Baltimore, 2nd vice-president; Frank D. Nowland, George H. Nowland Co., Cincinnati, 3rd vice-presi-

dent; L. P. Symmes, Baker Extract Co., Springfield, Mass., is reelected secretary and John H. Beach, Seeley & Co., New York, is reelected treasurer.

Executive committee members include: William B. Durling, chairman; F. W. Green, of National Aniline Division, Allied Chemical & Dye Corp., New York; W. G. Grant, National NU Grape Co., Atlanta; E. V. Price, Price Flavoring & Extract Co., Chicago.

Named advisory committee members are: Garret F. Meyer, Warner-Jenkinson Mfg. Co., St. Louis; George H. Burnett, Joseph Burnett Co., Boston; Lloyd E. Smith, chairman Dr. Clark E. Davis, Virginia Dare Extract Co., Brooklyn. Mr. Meyer succeeds George M. Armor, McCormick & Co.

Attendance of over 200 at the association's 38th annual convention set a new record, it was reported.

• **A. E. Staley Manufacturing Co.**: Lowell O. Gill is named assistant technical director and Dr. Paul R. Shildneck is named director of research, announces Howar File, technical director.

• **Harry F. Barkerding**: In charge of sales activities in the Southern and Southwestern states since 1929 for American Sugar Refining Co., Mr. Barkerding died recently in New Orleans. He was 63.

• **B. W. Dyer & Co.**: B. W. Dyer, partner, has been reelected president of the Cuban Chamber of Commerce in the United States, Inc.

• **Syrups and Molasses**: Syrup blends containing 10 per cent or more by weight or volume of maple sugar or maple syrup are removed from price con-



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trol, effective June 11, the U. S. Dept. of Agriculture announces. An increase of eight cents a gallon for commercial cane syrup, country cane syrup, first and second molasses, refiners syrups, and all blends of syrups except maple blends decontrolled June 11, is granted when packed in wooden barrels or half-barrels furnished by the seller. When packed in tin or glass containers by the seller, the price increases will cover the amount of higher packaging cost per selling unit. An additional increase is granted for sales of blends of syrup amounting to \$0.0025 per pound of direct consumption sugar, solid content, contained in the blend.

• **Nonfat Dry Milk:** Price support purchases from March 1 through May 31 total about 108 million pounds, the U. S. Dept. of Agriculture announces. Arrangements have been made to sell the entire government holdings, it is also reported.

• **Florasynth Laboratories, Inc.:** Mr. and Mrs. William Lakritz announce the marriage of their daughter Lorraine on June 28 to Jack Norman Friedman. The bride is attending Northwestern University. Mr. Friedman is majoring in chemistry at the University of Illinois and working at the firm's Chicago offices.

• **Girdler Corp.:** H. W. Bevarly is named assistant chief engineer, announces John E. Slaughter, Jr., vice-president of the firm's Votator Division.

• **Fruit and Syrup Manufacturers' Ass'n:** Officers elected at the association's convention in Atlantic City are: Ira S. Brightman, H. Baron & Co., Inc., Linden, N. J., president; A. C. Beall, C. M. Pitt & Sons Co., Baltimore, vice-president; Fred W. Hewitt, Richardson Corp., Rochester, secretary-treasurer; John S. Hall, Hickey & Hall, Chicago, corresponding secretary.

• **H. A. Johnson Co.:** Purchase of the Murray Co., Boston, and continuing of its operation as a division of H. A. Johnson Co. are announced. George Y. Sawyer, Murray president and treasurer, plans to retire. Balance of the Murray staff will be maintained.

• **Cocoa Controls:** Possible ending of international cocoa allocation by October 1 will be discussed at a London meeting in July of the International Cocoa Commission. A. Mollenbrugh, of the Netherlands ministry of food supply states.

• **Corn Products Refining Co.:** Building of a new processing plant at Corpus Christi, Tex., to utilize the Southwest's large crops of milo maize, is announced. Plant will produce dextrose, starches, and high protein livestock feeds. Grind capacity will be 20,000 bushels of milo maize daily. Completion is expected for the 1948 harvest.

• **Florasynth Laboratories, Inc.:** A new wholesale price is being distributed. The 28-page brochure also includes, in several categories, suggestions for product use and complete breakdowns of the content. Florasynth Laboratories also are representatives in the U. S. and Canada for Schmoller & Bompard, of Grasse, France.

• **Monsanto Chemical Co.:** Ivan V. Wilson has been appointed assistant director of research for the Merrimac Division, Josiah B. Rutter, general manager of the division, announces. Mr. Wilson will be in charge of all research and work connected with the development of new and improved types of coatings.

Agricultural Products in Candy

(Continued from page 28)

94.17 per cent protein, 1.7 per cent moisture, and 2.3 per cent ash. There was almost no color and very little perceptible soy flavor. It was milled to pass a 200-mesh screen. Several methods were tried for its incorporation into batches of candy. Our experiences indicate that it can best be worked into the candy, as the dry powder, following cooking of the batch. At normal cooking temperatures of hard candies, the protein scorches and becomes dark in color. Also, when it is incorporated into batches before finishing under vacuum, there is excessive foaming; therefore, we have adopted the practice of folding the powder into the batch on the slab just before it is pulled on the hook. Experimental size batches made in this manner containing 5 per cent by weight of the batch had good color and no ingredient flavor. There is a slight roughness imparted to the candy by the protein which is detected by the tongue. The reason for this condition is not known, however. It may be due to coagulation of the protein particles by heat. Studies will be continued on methods for incorporating this, and other high protein content products, into hard candies in an effort to produce smooth texture candies.

Dairy products, especially powdered whole milk and powdered milk whey which provide fat, protein, carbohydrates, minerals, and vitamins, are widely used by

Caramel with Milk Whey Experimental Candy

Ingredients

Powdered milk whey, condensed milk, powdered cream, corn syrup, vegetable fat, salt, water and flavor.

Formula (Basic)

8 oz. powdered milk whey
4 oz. powdered cream
12 oz. water
2½ lb. condensed milk
2 lb. corn syrup
4 oz. vegetable fat
¼ oz. salt
½ oz. vanilla

Mix milk whey and cream powder with 12 ozs. water. When dispersed, add to condensed milk, corn syrup and vegetable fat. Cook to firm ball, add salt and flavor. Pour on slab to cool.
(See ref. Research on Candy, Report No. X.)

the confectionery industry in various candies. Since these ingredients are usually used in moderate amounts for the flavors which they impart, or because of their desirable physical properties, relatively large amounts were used in experimental candies as a means of improving the nutritional balance of caramels and cream goods. Results of the use of powdered whole milk in creams was discussed in Report No. VIII of this series.

Powdered milk whey was recently used in caramels. Although milk whey contains 74.7 per cent lactose, and only 12.2 per cent protein, its ash and vitamin contents are very high, which make this product a good source of these constituents. According to nutritional charts, dried whey contains 1,100 and 5,900 micrograms of thiamin and riboflavin, respectively, values which compare favorably with fresh yeast. An optimum level for this ingredient has not been established for caramel, but it is anticipated that it will be about 10 per cent, based



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CANDY FLAVORS**

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Zestful, Tangy, Imitation CHERRY
Full-Bodied, Rich, Imitation GRAPE
Luscious, Imitation STRAWBERRY
Tantalizing, Imitation RASPBERRY

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on preliminary experiments. As its flavor is compatible with that of Brewers' yeast experiments are currently in progress on the combined use of these products in several candies.

Experimental work, begun during the previous period, was continued on vegetable oils in a search for a replacement for mineral oil for use as slab dressings. An oil is needed which by itself, or when protected with antioxidants, will not become rancid during storage periods comparable to the shelf-life of candies on which it is used. While it is not possible or advisable to establish specifications at this time for oils for slab dressing purposes, such an oil should probably be liquid in character.

Honey Nougat with Soy Protein Experimental Candy

Ingredients

Soy protein, egg albumen, honey, sugar, invert sugar, corn syrup, vegetable fat, salt, water and flavor.

Formula

Dissolve 2 ozs. egg albumen in 4 ozs. water. Mix 8 ozs. corn syrup, 4 ozs. sugar and 2 ozs. water. Cook to 244° F., and add 12 ozs. honey. When cooled a little, add egg albumen and beat as light as possible. Mix 3½ lbs. sugar, ½ lb. invert sugar, 3 lbs. corn syrup and 10 ozs. water. Cook to 275° F., and add to egg whip. Beat until batch shows good body and add ½ oz. salt and 1½ ozs. vanilla. Have prepared mixture of 6 ozs. soy protein and 6 ozs. vegetable fat (88°) and add to nougat batch. Pour on slab to set. (See ref. "Isolated Proteins in Candy Making." THE MANUFACTURING CONFECTIONER, November, 1946.)

ter, free from strong flavors, and stable when exposed to heat, light, and oxygen for reasonable periods of time, under established conditions.

Following preliminary experiments, methods were adopted for testing each sample of oil *per se* and with one or more antioxidants on (a) hard candy and (b) by the active oxygen method. In conducting these tests unflavored and uncolored hard candies are worked on a steel slab coated with the test oil. When the candies are cooled several 4-ounce friction top glass jars are filled and stored at 80° and 100° F. (in absence of light) for observation. The keeping quality of the oil is determined in these experiments by organoleptic tests; *i.e.*, odor and taste, each two or three days until changes are noted then daily thereafter. The oils are considered to be stable in these tests until there is definite development of rancidity. The results are recorded as the number of days in which rancidity develops. In the active oxygen method, frequently referred to as the Swift

method, air is bubbled at a controlled rate through a tube of oil heated at 207.8° F. (97.7° C.). This method permits quantitative measurements of the stability by determination of the peroxide values, the peroxides being formed as the result of oxidation. The protection afforded by the antioxidants is indicated by differences between the peroxide values of the treated and untreated oils. Since oils from different plant sources are known to possess different stability properties this method was used in conjunction with the hard candy storage technique with the possibility that definite relationships might exist between the two results, thus permitting use of the more rapid active oxygen method for screening the various oil samples.

The following vegetable oils have been received and included in the stability studies: corn (2), soybean (3), peanut, pecan, wheat germ, coconut, grapefruit seed and orange seed. Four trade name oils have likewise been included as special oils which are either mixtures of several oils, hydrogenated oils or brominated oils. Tests have been completed or are in process in which the oils *per se* and with 1/10 per cent nordi-hydroguaiaretic acid and a wheat germ antioxidant were used. All of the oils tested, except one hydrogenated oil and a brominated oil, on which tests are incomplete, became rancid on candies stored at 80° F. between 9 and 28 days, while those stored at 100° F. became rancid between 6 and 55 days. The prolonged keeping quality of three oils at 100° F. is surprising; the reason for this condition is not known. There is considerable variation in time in the onset of rancidity among oils from the same vegetable source. For example, candies coated with soybean oil from three processors became rancid in nine, 13 and 20 days at 80° F. The differences in the stability of these samples is undoubtedly due to the degree of refinement of the oils. There does not appear to be a relationship between the keeping quality of the oils on the candies and the peroxide values obtained by the active oxygen method. None of the oil products on which tests have been completed appears to have possibilities as slab dressings, even when protected with the antioxidants. Tests are now being conducted on a synthetic triolein and an antioxidant—lauryl gallate—which were prepared by the Eastern Regional Laboratory. Further tests are planned in which some of the nearly 50 other known antioxidant substances will be tried.

• NATD Regional Convention: The National Ass'n of Tobacco Distributors will hold a regional convention October 9-11 in Los Angeles' Hotel Biltmore.

• Wilbur-Suchard Chocolate Co., Inc.: R. L. Yates, district manager for Michigan territory for nine years, announces his resignation to become a candy broker.



NEW PLANT opened recently by the Felton Chemical Co., Los Angeles, is shown above. Located at 2242 Purdue Ave., the plant is reputed to be the most modern of its kind on the Coast.

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Infestation Control in Candy Plants Essential

(Continued from page 34)

fumigate the plant with a poisonous gas to rid it of any persistent, pernicious pest infestations. Immediately thereafter, however, consistent and adequate control of insect infestations within a candy plant indicate the proper application of effective and safe contact spray methods. If such spray methods are adequately performed, they can eventually eliminate the necessity for seasonal plant fumigations as has been demonstrated in the sanitary control of bakeries.

Taking the factors of safety and effectiveness into account as regards insect control—that is, the control of the 63 odd varieties of insects that are common to the confectionery industry—we must first consider the in-

secticidal materials to be used. Of the insecticides of vegetable origin, *pyrethrum* and *rotenone* stand out as the preeminently safe insecticides that can be used with safety in food processing establishments. Any extensive review of the literature will confirm such a fact. In addition to their safety, the proper combinations of *pyrethrum* and *rotenone* are poisonous to more types of insects than most other insecticidal chemicals. It should be stated, however, that there are synthetic organic insecticides being developed, at least one of which gives some promise of being a safe and effective insecticide to use in food plants. However, much more research needs to be conducted before the same degree of assurance concerning its safety and overall effectiveness can be given to food manufacturers. The important fact to keep in mind is that *pyrethrum* and *rotenone* are safe and effective insecticides for use in food plant sanitation practices. Furthermore, it is also interesting to note that any insecticides that will replace *pyrethrum* and *rotenone* will have to be exhaustively compared with them before the food manufacturer can be assured of their safety and effectiveness. Until such time arrives, why be too interested in synthetic organic chemical substitutes?

Synthetic Organic Chemicals

It should be recognized that, inasmuch as the supply of *pyrethrum* and *rotenone* depends largely on importations from the Far East, Africa, and South America, the necessity to find substitutes was created during the war, as the supplies were markedly reduced. Because of these conditions, serious efforts were made in the United States and other countries during such strenuous times to replace these imported insecticides. Many synthetic organic chemicals were developed, some of which possess remarkable insect killing powers generally restricted, however, to limited varieties of insects. The knowledge of their human toxicology as well as their proper formulations is still a common and serious problem. Candidly, in the enthusiasm of their discoveries, too many formulations have been developed of which the toxicology and related human reactions have been ignored as far as the applications of such insecticides in the control of food processing establishments are concerned.

Few, if any, contact insecticide sprays give an adequate kill of roaches under accepted test conditions, unless they contain a substantially higher proportion of active ingredients than is required for satisfactory effectiveness against other insects such as the common fly. Several facts about roach control which have long been

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obvious are now generally admitted. One is that roaches, being more resistant to insecticides than the general run of food plant invading insects, require either higher dosages or greater concentrations of the insecticide. Another is that, while pyrethrum and rotenone properly formulated are especially effective against roaches, most synthetic insecticidal materials have proved disappointingly less effective than against other insects. The subject is further complicated by lack of an ideal test procedure and by the fact that different varieties of roaches vary in their resistance to different insecticides. However, while much further standardization in the testing of insecticides needs careful study and consideration, the candy maker should insist upon authentic test data giving the essential information concerning the effectiveness of any insecticide he proposes to use against those particular varieties of insect pests that are his immediate concern.

In applying the proper insecticide, it should be kept in mind that finely atomized space sprays for free flying insects and surface sprays for killing crawling insects are fully as important as the insecticidal materials themselves. Finely atomized sprays of the proper insecticide can be depended upon to kill moths, mosquitoes, leaf hoppers, and other kinds of insects that are attracted to lights in buildings. If the treatments are intended for use against cockroaches, silver fish, and other crawling insects, it will be necessary to increase the rates of application or to apply the insecticide directly in vapor form to the insects. Crawling insects require greater concentrations or dosages of contact sprays than are recommended for flying insects.

The important factors to be kept in mind in using contact sprays include: (1) the effective concentration of the safe insecticidal agents necessary to kill the various types of insects involved, (2) an adequate air pressure and volume to give killing vaporization and penetration, (3) the proper design of the spray nozzles for both permanent and spot applications, and (4) the frequency, method, and points of application. The first factor has already been discussed in essential detail.

Air pressure. Air pressure provides the best means for atomizing liquid insecticides and incidentally the higher the pressure used, the greater the degree of atomization with a resulting tendency to prevent precipitation of the liquid insecticide. This is particularly important in the case of flying insects such as weevils, moths, and the common fly. For best results, the air pressure should not fall below 40 pounds per square inch and higher pressures are even better. Naturally in conjunction with the factor of air pressure, the factor of air displacement or volume is equally as important

(Please turn to page 69)

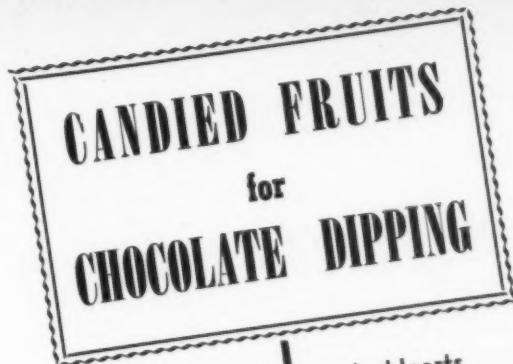


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Candy Preferences in Milwaukee, Peoria, Rockford Analyzed

Consumer Preferences in Candy

Buying Habits by Rental Groups Are Also Studied in Reports

BUYING HABITS and preferences of the candy and chocolate syrup consumers were charted recently by three general surveys. Milwaukee, Wis., was covered in a survey made by the *Milwaukee Journal* while Peoria, Ill., commonly known as "Test City, U. S. A." was covered by the *Peoria Journal-Star* and Rockford, Ill., by the *Rockford Morning Star* and the *Register-Republican*.

In Milwaukee 88.1 per cent of all families buy candy bars and of these buyers 86.2 per cent regularly buy 5-cent bars, 7.1 per cent buy 10-cent bars, and 6.7 per cent buy both. In Peoria 71.8 per cent of all families buy candy bars, the survey shows, while in Rockford 70.0 per cent of all families are buyers.

These buyers were then broken down into rental groups as follows:

Milwaukee

\$50 rent and up	85.7%
\$40 to \$50 rent	87.7%
\$30 to \$40 rent	89.9%
Under \$30 rent	90.9%

Peoria

\$65 rent and up	68.6%
\$45 to \$65 rent	72.5%
\$30 to \$45 rent	72.1%
Under \$30 rent	74.0%

Rockford

\$65 rent and up	71.3%
\$45 to \$65 rent	69.0%
\$30 to \$45 rent	72.4%
Under \$30 rent	64.4%

The 1947 Milwaukee survey shows an increase of 0.7 per cent in the number of candy bar consumers as compared with the number shown in the 1946 survey. At the same time the first choice of these consumers of candy bars had increased from 65 brands in 1946 to 67 brands in 1947. Second choice had increased from 81 brands to 94 brands.

In all three of these cities Hershey was shown as the most popular among all brands. In Milwaukee

62.5 per cent listed it as their first choice and 12.2 per cent gave it their second choice. In Peoria 47.5 per cent named Hershey as first choice and 13.3 per cent named it second choice while in Rockford it was named first choice by 62.1 per cent and second choice by 12.5 per cent. In Rockford the second most popular candy bar of all those mentioned was Baby Ruth. In Milwaukee

next most popular bar was Ziegler's Giant Bar and in Peoria the second most popular was Milky Way. For a complete list of preferences by brand name, see the tables printed with this article.

While the Peoria survey covered only candy bars, the Milwaukee survey went on to investigate boxed candy. Here the question asked was: If standard brands were available

TABLE I—PEORIA BAR PREFERENCES

Consumer Preference For Leading Brands

BRANDS	FIRST CHOICE Percent	FIRST CHOICE Number	SECOND CHOICE Percent	SECOND CHOICE Number
Hershey	47.5%	13353	13.3%	3739
Milky Way	12.2	3430	12.8	3598
O Henry	8.3	2333	8.9	2502
Baby Ruth	6.7	1883	6.9	1940
Mounds	5.7	1602	7.0	1968
Mars	3.4	956	3.5	984
Dr. I. Q.	3.0	843	3.6	1012
Clark	2.3	646	3.3	928
Butter Finger	1.4	393	2.3	646
Nestle's			2.1	590
Forever Yours			1.8	506
Heath			1.8	506
Miscellaneous	9.3	2614	7.7	2165

TABLE II—ROCKFORD BAR PREFERENCES

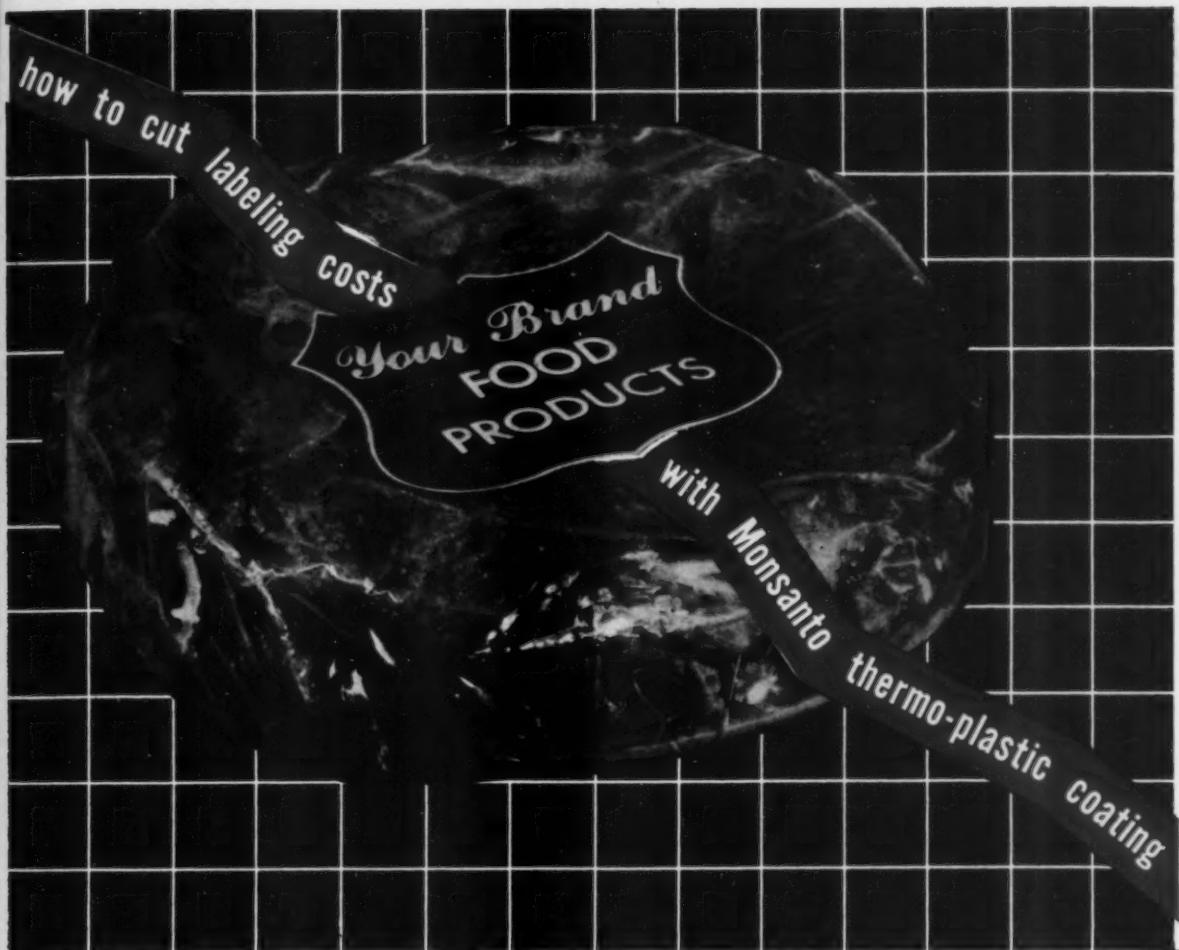
Consumer Preference For Leading Brands

BRANDS	FIRST CHOICE Percent	FIRST CHOICE Number	SECOND CHOICE Percent	SECOND CHOICE Number
Hershey	62.1%	13583	12.5%	2734
Baby Ruth	6.4	1400	7.2	1575
Oh Henry	6.3	1378	5.7	1247
Milky Way	6.1	1334	8.4	1837
Mounds	4.4	962	6.4	1400
Mars	3.8	831	3.4	744
Clark	1.5	328	1.4	306
Brach			1.8	394
Nestle			1.6	350
Miscellaneous	9.4	2056	10.9	2384

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at regular prices, where would you prefer to buy boxed candy? Answers showed that 64.6 per cent preferred to buy in candy stores, 15.4 per cent in department stores, 11.4 per cent in drug stores, 10.1 per cent in grocery stores, and 1.0 per cent in variety stores. This overall group was broken down into four income classes, and among the four classes there was very little variation from the results received for the entire group.

The Milwaukee survey also asked:

Buy U.S. Savings Bonds REGULARLY



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Do you buy chocolate flavored syrup? If so, what brand? In reply to this question 37.8 per cent of Milwaukee families answered "yes." Hershey was the outstanding leader in brands named, being preferred by 69.7 per cent of the buyers. Bosco was second with 7.4 per cent and Borden third with 4.5 per cent.

In Rockford and Peoria the surveys were extended to include cough drops. In answer to the question "Do you buy package cough drops?", 65.2 per cent of all Rockford families and 67.5 per cent of all Peoria families answered yes. When these replies were broken down according to income on the basis of rental paid, Peoria showed a slight but gradual increase in users as the income groups lowered while in Rockford there was an increase in users as the income groups rose.

In both cities Smith Bros. was the most popular brand. Ludens was second, Vicks was third and F & F was fourth. In Peoria Bunte was fifth in popularity while in Rockford Sucrets was named fifth most popular. These were the only brands named often enough to be listed. Other brands were classified under miscellaneous. In Peoria 2.1 per cent of the buyers did not know what brand they bought and in Rockford 5.6 per cent were in this classification.

The survey made by the *Milwaukee Journal* was the 24th yearly survey made by that paper. Peoria's survey, made by Illinois Research and Survey and presented by the *Peoria Journal-Star*, was the first of an annual series to be made, as was the survey presented by the *Rockford Morning Star* and the *Register-*

TABLE III—MILWAUKEE (BOXES)

Consumer Preference According to Where They Would Buy Standard Brands of Boxed Candy

	Candy Store	Department Store	Drug Store	Grocery Store	Variety Store					
\$50 rent and up.....	64.84%	51,181	16.77%	13,248	10.66%	8,414	10.49%	8,258	.68%	548
\$40 to \$50 rent.....	64.50	37,508	15.36	8,932	11.39	6,623	10.58	6,152	.92	535
\$30 to \$40 rent.....	65.31	40,547	14.94	9,304	10.88	6,720	9.15	5,672	1.24	821
Under \$30 rent.....	63.00	21,827	13.05	4,480	14.40	4,903	10.21	3,505	1.14	431
TOTALS	64.60%	150,861	15.40%	35,964	11.40%	26,860	10.10%	23,587	1.00%	2,335

TABLE IV—MILWAUKEE (BARS)

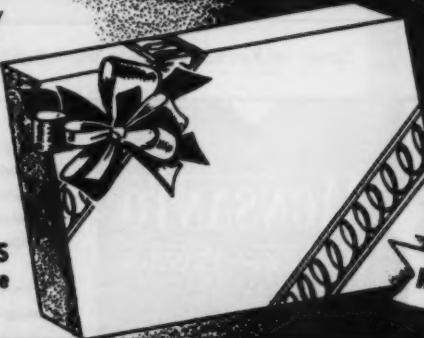
Consumer Preference for Leading Brands in Greater Milwaukee

Brand	FIRST CHOICE				SECOND CHOICE							
	Per Cent 1947	1948	Number 1948	1949	Per Cent 1947	1948	Number 1947	1948				
Hershey	68.5	62.3%	55.2%	128,588	124,651	112,205	12.3%	13.6%	14.0%	25,100	27,211	28,458
Ziegler's Giant Bar	7.7	7.4	11.2	15,842	14,806	22,766	11.3	12.1	13.6	34,483	24,211	27,645
Milky Way	5.9	6.8	7.8	10,387	13,606	15,855	10.7	13.8	12.9	32,914	27,611	26,222
Oh Henry	4.3	4.0	5.7	8,847	8,003	11,586	7.2	7.7	8.7	14,818	15,406	17,684
Mars	2.7	5.1	3.2	5,655	10,204	6,505	6.4	9.6	6.3	13,187	19,208	12,806
Baby Ruth	1.9	3.1	5.7	3,969	6,203	11,586	3.4	6.8	8.7	6,995	13,606	17,684
Brach's	1.4	1.0	...	3,292	2,001	...	2.8	1.9	2.9	5,781	3,802	5,895
Mounds	1.8	2.5	2.2	3,292	5,002	4,472	2.1	4.6	4.1	7,612	9,304	8,334
Chicken Dinner	1.0	...	1.0	2,857	...	2,033	2.2	2.0	2.3	4,326	4,002	4,675
Heath	1.0	...	1.0	2,857	...	2,033	2.0	1.5	1.5	4,115	3,201	3,049
Nestle's .....	...	...	...	...	...	...	2.8	2.4	1.6	5,781	4,802	3,252
Clark's	1.0	...	...	2,001	...	...	1.8	2.2	1.4	3,708	4,402	2,846
Denver Sandwich .....	...	1.0	...	...	2,033	1.5	1.3	1.8	3,886	2,601	3,659	
I Don't Know	8.1	...	...	6,378	...	...	...	...	...	...	...	...
†Miscellaneous	7.9	8.3	7.7	16,284	16,607	15,652	18.4	11.6	11.9	37,580	33,210	24,189

†Listed separately for the first time this year.
Includes all brands used by less than 1% (1947—1st choice—57 brands; 2nd choice—51 brands; 1948—1st choice—56 brands; 2nd choice—58 brands).
Percentages in the above chart add up to more than 100% because some families list more than one brand.

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Proper Preparation, Use of Adhesives Help Achieve Attractive Packaging

ADHESIVES must be prepared and used with careful study of the reason for the preparation of ingredients or their fitness for the specific job, Earl C. Lenz, sales manager of Paisley Products, Chicago, said in an address to members of the National Paper Box Manufacturers Ass'n in Atlantic City, recently. He stressed improvements in paper box adhesive formulations which utilize scientific principles of adhesive engineering.

To overcome penetration and resultant swelling and warp, Mr. Lenz advocated use of a plasticized glue to hold moisture at the glue line.

Modern approach to adhesive design strives for thin film formation as an aid to greater adhesive strength and extra benefits, he said. Thin film means each pound of glue goes further.

Mr. Lenz also stressed the necessity for careful control of dilution and proper temperature regulation of animal base cake form glue solutions. Most efficient working range is between 125° F. and 140° F., he stated.

Proper selection of adhesives for box manufacturing operations can result in higher quality boxes with attractive, lay-flat, smooth, and non-warped appearance, he stated. Absence of stain or odors and additional economies through reduction of spoilage and maintenance of uninterrupted production on fast automatic machines can also be achieved, Mr. Lenz added.

• **Container salvage:** Public salvage of old corrugated and fibre containers to be used in manufacture of new paperboard is requested by the Eastern Conservation Committee of the Waste Paper Consuming Industries to prevent "a greater shortage

of paperboard necessary for conversion into new containers for shipment of Fall stocks of merchandise," states Colley S. Baker, director. "Manufacturers of paperboard are doing their best to meet the demands of converters to be made into containers," Mr. Baker adds, "but unless the flow of old used containers is materially increased immediately a curtailment of production is inevitable."

• **Hummel & Downing Co.:** A new type drum for bulk shipments is announced. Called a "Hum Drum," the container is square instead of round and is made up of several layers of solid fibreboard stapled together. Delivered flat to the packer and set up by him, it saves 90 per cent in warehouse space before filling, it is stated.

• **Monsanto Chemical Co.:** Frank Reese is promoted to lead the research mechanical development group, announces Dr. N. N. T. Samaras, director of plastics research. Eli Perry succeeds Mr. Reese as group leader in charge of pilot plant operation.

• **American Viscose Corp.:** Dr. Frank H. Reichel, president, has been awarded an honorary degree as doctor of science from Allegheny College "in recognition of his accomplishments in the field of science."

• **Pack-Rite Machines:** Development of a new self-adjusting chain take-up which keeps chains tight at all times and eliminates piling up of chains at sealing rollers, preheater, and cooler attachments is announced.

• **Suchard Chocolates:** The colorful cellophane package of chocolate squares that won Modern Packaging's All-American Award for Suchard in 1935 and 1936 has been redesigned. The major

Transparent Boxes— and Trays

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Manufactures
Fine Candy Boxes

of Monsanto
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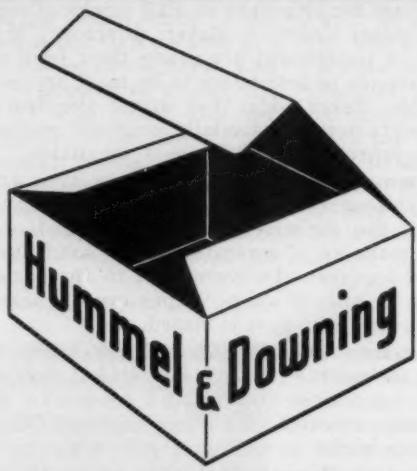
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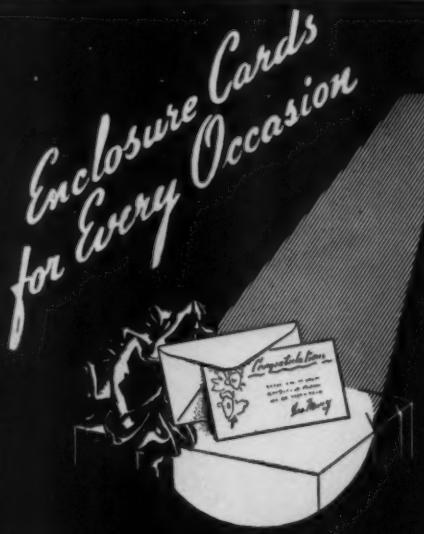
Folding and Display Cartons are attractively designed and printed in one to four colors to sell your products as well as carry them.

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Enclosure Cards Envelopes Tags Stationery Labels

change is the addition of an illustration of "Sue Shard" the trademark character now used on all Suchard packages.

• **Miller Wrapping & Sealing Machine Co.:** Development of a new fully automatic unit to simplify band labeling of small packages is announced. The label dispenser automatically measures, moistens, and cuts a new label from a roll of printed gummed tape as soon as one is removed from the mouth of the machine, it is stated.

• **Kobro Products, Inc.:** C. L. Tolliver Sales Co., Billings, Mont., is appointed representative for North Dakota, Wyoming, northwestern Utah, and Idaho. Arthur M. Crow & Co. is appointed for Pennsylvania (except Philadelphia), West Virginia, eastern and northern Ohio. Malcolm S. Clark Co. is appointed Pacific Coast representative.

• **Union Pacific Railroad:** A new folder giving tips on better packaging is being distributed as part of the railroad's campaign to cut freight losses due to damage enroute. Warren R. White, the road's container engineer, has given personal packaging advice to over 500 manufacturers and shippers since shortly after V-J Day, states G. F. Ashby, president.

• **Paper and Paperboard:** Production in the first four months of 1947 was at an annual rate of 21,300,000 tons, reports the American Paper and Pulp Ass'n. Production in 1946 reached a record of 19,157,208 tons. If the present rate of domestic production continues, overall consumption this year will be near 25 million tons. This would be over 350 pounds per capita or an increase in 1947 over 1946 of over 30 pounds per capita.

• **Reynolds Metals Co.:** C. L. Thompson, Jr., has been appointed sales and technical advisor to David P. Reynolds, vice-president and sales manager.

• **Christopher Offenhauser:** President of Mixers, Inc., Mr. Offenhauser died recently in his home in Philadelphia.

• **Can sales:** Can manufacturing industry sales in 1946 totaled almost \$600,000,000 and the retail value of products packed in cans was between \$4,500,000,000 and \$6,000,000,000, says Gordon H. Kellogg, vice-president of American Can Co.

• **Package Machinery Manufacturers Institute:** PMMI's 15th annual meeting will be held at the Hotel Sheraton, Springfield, Mass., October 6-7, announces George W. van Hofe, president. George A. Mohlman, president, Package Machinery Co., East Longmeadow, Mass., is chairman of the committee on arrangements.

• **NCA Sanitation Program:** Gerald S. Doolin, NCA sanitation director, will tour five western states to conduct sanitation meetings and survey local sanitation problems. Meetings have been scheduled in Denver, with John H. Jacobs, of O. P. Baur Confectionery Co., presiding; in Salt Lake City, with Leon J. Sweet of Sweet Candy Co., presiding; in Portland, Ore., with S. A. Humphrey, of Candy Products Co., as committee chairman; in Seattle, with John Hamilton, of Hamilton Candy Co., directing the sanitation program and Cecil McKinstry, of Imperial Candy Co., presiding; in San Francisco, with Fred Levy, of Blum's Confectionery in charge of arrangements; and in Los Angeles, with Robert W. Kaneen, Jr., of Christopher Candy Co., as committee chairman.

Infestation Control in Candy Plants Essential

(Continued from page 63)

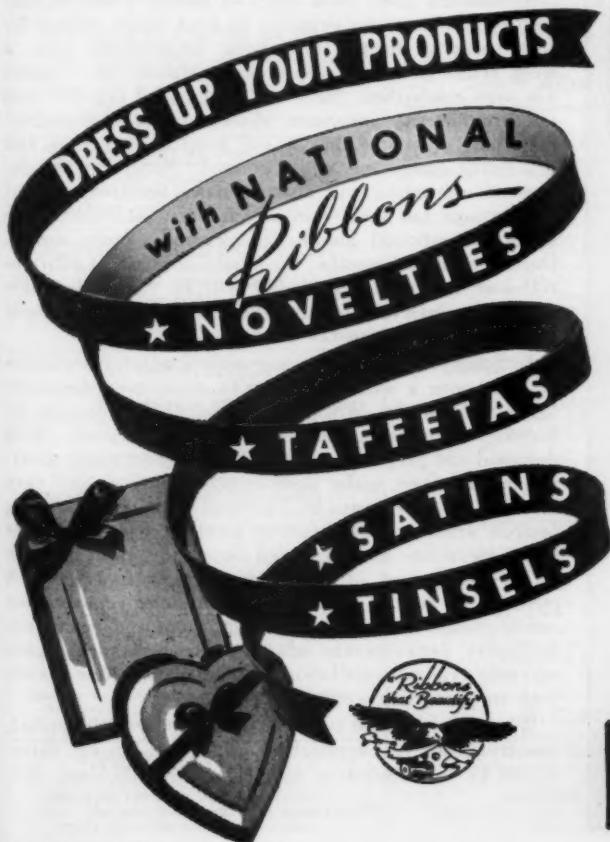
as the greater the amount and velocity of the air used, the greater the degree of distribution and particularly the penetration of the atomized vapors to the infested areas. It is for this latter reason that the use of aerosol bombs have definite practical limitations for food plant sanitation purposes, for while high pressures are used the volume of air displaced by its killing vapors is small compared to the volumes that can be forced through an atomizing gun from the proper size of compressor. Incidentally, atomizers that resort to heat or steam for propelling means are generally not as satisfactory because both heat and steam dissipates and dilutes most insecticides.

Nozzle Design. The factor of the design of the spray nozzle is important in considering the type of distribution of the contact insecticide that is to be applied. In the control of flying insects, the humidifying type of nozzle used in permanent space spraying installations has remarkable utility. Then, too, proper design makes for economy in the use of the insecticide itself. Good spray diversion equipment such as constitute permanent space spraying installations produce particles that range from about 10 microns to 30 microns in diameter. These particles float in the air and are contacted by flying insects in the room while the larger particles quickly settle to the floor or other horizontal surfaces. The repeated use of finely atomized sprays will build up residues or surface deposits which should be avoided by covering tables and processing equipment at the time treatments are applied, removing such coverings after

the treatments are completed and the droplets have settled.

Permanent Spraying. Permanent spraying installations are becoming more common in food industries plagued with insects. Bakeries are finding such means of insect control in their flour rooms as well as other processing departments particularly effective. Their main advantage is that the application of the insecticide is closely controlled by the proper engineering of the distributing nozzles and their effective placement. Furthermore, the control feature is greatly simplified, for by merely opening the proper valve at as frequent intervals as the ingress of new raw material develops, the incidental infestation is brought under prompt and timely control. This type of insect control equipment gives considerable promise of effective and safe control within confectionery plants. Incidentally, when pyrethrum and rotenone insecticides are thus employed, it has been observed that the atomized vapors apparently have sufficient penetrating properties to repel insects and even rodents harbored in remote harbors such as are found in partitions and similar building construction recesses. There have actually been some instances where mice and rats have been killed by finely atomized pyrethrum and rotenone sprays.

One of the major advantages of permanent spraying installations is that they eliminate most of the human element and practically all of the man-hours necessary to perform the essential tasks of insect control. As all managements realize fully, any job in a candy plant wherein the labor is reduced or eliminated naturally results in more frequent, economical, and effective application. Therefore, permanent spraying installations are particularly applicable to large flood materials storage areas where nut, flour, sugar, and sacks of other ingre-



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page 69

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dient foodstuffs are stacked or stored. Properly engineered dispensing nozzles will produce a "fog" of insecticide that will quickly fill the area involved and will afford penetration of the space spray to the outside surfaces of the sacked materials. Such practice has proven particularly effective in the control of moths, weevils, and other flying insects, as the sacks themselves often harbor insect grubs and worms which infect their contents.

Surface Sprays. In contrast to space sprays, surface sprays are applied as large droplets so they will not float in the air. They are best applied with a nozzle having an opening of about 0.06 inch and with a low pressure such as might be obtained with a manually operated atomizer. Such applications can be made with properly formulated pyrethrum-rotenone insecticides in electric motors, conduits, switch boxes, and cracks and crevices harboring crawling insects such as roaches. When the insecticides are made from the special rotenone-rotenoid derivatives, considerable residual power of killing and repelling insects can be provided in operating departments. Painting screens with such materials at bi-monthly intervals during the critical months has proven an effective control practice. When toxic insecticides possessing residual and/or repelling properties are used the applications should be made to outside portions of the buildings and areas away from the building where flies and insects congregate and breed.

Weekly Spot Spraying

Frequency of Spraying. As regards the frequency, methods, and points of application, the nature of the contact spray as well as the insects being controlled are all determining factors. Where pyrethrum-rotenone insecticides are used, most types of insects found in confectionery plants can properly be kept under control by spot spraying in the processing departments once a week at the points of suspected infestation *after control has been established*. Such a recommended practice does not provide any insurance against infested ingredient materials, of course, but it will keep the premises and processing equipment under control. Naturally, the degree of infestation will also influence the frequency of applications but once control has been established, the interval mentioned above will generally prove ample. During Summer months, the application of pyrethrum-rotenone insecticides probably will be found desirable at weekly intervals for crawling insects and at daily intervals if flying insects are a problem.

In bakeries, space spraying with contact insecticides at least once a week is generally considered necessary to control weevils. When the control of the common fly becomes a problem, daily spraying is practiced. Well designed and properly engineered permanent space spraying installations make such control a relatively easy matter, as they can be operated during shut-down periods when employees are at lunch or over week-ends when operations are suspended depending upon the type of insects involved, of course. It would appear that such methods of control would have similar advantages for candy plants. As a matter of fact, more and more confectionery factories are adopting the permanent space spraying type of installation for control of flying insects both in processing and storage areas.

Where the residual type of contact sprays are applied, the frequency of application will vary—being determined by the blanketing of the residue with dust, dirt,

(Please turn to page 78)

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THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

(Classifieds Not Subject to Agency Discount)

RATES: Line 35c (Bold Face 70c); Display (For Used Items Only)—Col. In., 1 Time \$6, 2 or more \$5.



MACHINERY FOR SALE

LEHMANN REFINER

We have, for immediate delivery, one 18" x 40" Lehmann, Model 212, 3 roll water cooled refiner, complete with a new 15 H.P., U.S. High Torque, ball bearing automatic starter motor, 3 phase, 60 cycle, 220/440V, equipped with size 100 Type PA, Speedaire Ram Gear Reduction Unit, also standard cast iron bed plates and suitable Waltron, geared type flexible coupling. This machine has been completely reconditioned by the Lehmann people and has not been used since. Priced for quick disposal. May be inspected at our warehouse.

FREDERICK W. HUBER, INC.
268 West Broadway, N.Y. 13, N.Y.
Established 1882

For Sale: Werner ball machine with dies. Copper steam jacketed tilting kettle. Small pulling machine. Four ton ice machine. Glass line tank. Filter. Bud Candy Co., 208 West St. Clair Ave., Cleveland, Ohio.

For Sale: 20 inch Racine caramel cutter, \$250. 20 inch Savage caramel sizer, \$250. Box A-773, The Manufacturing Confectioner.

For Sale: One Herald Forced Draft Furnace complete with blower, \$125. One Monitor Single Disc Nougat Cutter motor driven \$115. One 5 ft. Ball Cream Beater 5 H.P., 3 phase, 60 cycle 220/440 motor, \$550. Box A-774, The Manufacturing Confectioner.

For Sale: One new Marco Flowmaster Homogenizer model A, capacity 500 gallons per hour. Box A-775, The Manufacturing Confectioner.

For Sale: 1 Racine model M sucker machine. 1 16 inch National Equipment enrober with 32 ft. home made cooling tunnel. 2 Werner ball machines, hand feed style, with four sets cutting rolls. 1 Mills drop machine with one set dies. 1 hard candy pulling machine, 100 lb. capacity. 1 Mills Jap coconut slicer. 1 Igou stick candy spinning machine with conveyor and 2 sets sizing rollers and 1 conveyor. Walter Williams Candy Co., 9 North West First Street, Oklahoma City, Okla.

For Sale: New American display puller with motor, enclosed in metal and glass cabinet. Capacity up to 25 lbs. Price \$500. Box A-776, The Manufacturing Confectioner.

For Sale: 1 No. 3 used Hildreth candy pulling machine with 3 phase, 3 H.P. motor in good condition and 1 McLean peanut blancher. Wellons Candy Co., Dunn, N.C.

For Sale: Racine starch cleaner, in good working condition. Box A-7714, The Manufacturing Confectioner.

MACHINERY WANTED

WANTED
YOUR IDLE MACHINERY
WILL BUY FROM SINGLE ITEMS
TO COMPLETE PLANTS

URGENTLY WANTED: Copper Coating Pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices.

THE KEY TO SAVING TIME AND MONEY
CONSOLIDATED
PRODUCTS COMPANY, INC.
15-21 PARK ROW NEW YORK 7, N.Y.

Wanted: 3 ft. Ball Beater, belt or motor drive, advise condition and price. Box A-771, The Manufacturing Confectioner.

Wanted: 1—No. 2 Springfield Depositor with 1-16 pump bar, with motor drive and also 1-20 pump bar. 1—Simplex Steel Starchbuck for motor drive. 1—50 gal. Savage Tilting Mixer type kettle with motor drive. 1—1000 lb. and 1—500 lb. Chocolate Melter with bottom drive. All motors 220 volt, 3 phase, 60 cycle. Box A-772, The Manufacturing Confectioner.

Wanted: Savage open fire cooker. Pulling machine, cream beater. Bud Candy Co., 208 West St. Clair Ave., Cleveland, Ohio.

Wanted: Used Canvas Drier, any size. Earl H. Graff, 4600 S. Halsted St., Chicago, Ill.

Wanted: 2-24" Greer or other enrober with or without tunnels. 2 large tempering kettles. 2 steam-jacketed kettles with double action stirrers. A marshmallow beater, a depositor, buck and printer. 2 or 3 bag peanut roaster with cooler. Box C-271, The Manufacturing Confectioner.

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And Sell Directly to the next user.

All Candy Manufacturers Get Our Offerings Regularly. They need such units as

- VACUUM COOKERS • ROLLER REFINER MILLS
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 - PACKAGING EQUIPMENT
 - CHOCOLATE MELTING KETTLES
 - GENERAL CONFECTIONERY EQUIPMENT
- or what have you to sell?

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Send Full Details and YOUR Price to

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6 Hubert Street New York 13, N.Y.

MACHINERY WANTED (Contd.)

FOOD FACTORY

(Producers of powdered items)

is looking for: Bramley Mill (for grinding chocolate), 1500-2000 lb. cap. powder mixer, Cecco carton machine (1 lb. packages), filling powder machine (Stokes & Smith or Triangle), 1500-2000 lb. storage tank, bag sealers (Daugherty), 1000 lb. pulverizer. Offers w. prices. Lafond Chocolatier, 1828 Cedar Ave., New York 53, N.Y.

HELP WANTED

Executive: To take complete charge managing Mid-West Candy firm. Specializing in nationally known hard candy line, must have satisfactory previous experience. Excellent remuneration and opportunity for right man. Responses confidential. State previous experience, qualifications and salary. Box A-7710, The Manufacturing Confectioner.

We are planning the establishment of a technical service laboratory, at our Hoboken plant, to develop new and improved coconut confectionery pieces. We believe this offers an opportunity to a relatively young man, to direct the operation. He will require practical experience in the manufacture of candy; imagination to develop new coconut candies, and the improvement of present formulas; and ability to work harmoniously with production, sales and advertising people. Write in confidence, stating age, experience, ambitions, and salary requirements. Personnel Department, FRANKLIN BAKER DIVISION, GENERAL FOODS CORPORATION, 15TH & BLOOMFIELD STREETS, HOBOKEN, NEW JERSEY.

Candy Foreman: Outstanding opportunity for candy foreman for large and progressive hard candy plant using continuous cooking. Factory located in Chicago. Must be an expert in the hard candy field. Remuneration commensurate with ability. Applications held strictly confidential. Box A-7711, The Manufacturing Confectioner.

Food Chemist: Experienced in manufacturing fountain fruits, sundae toppings, ice cream specialties, confectionery specialties and bakers supplies. **SALARY NO OBJECT** for men with real ability and good background. Others need not apply. Offers good opportunity for capable man. State in detail qualifications and experience. Write Box A-779, The Manufacturing Confectioner.

Wanted: A single man who can operate Lynch Wrap-O-Matic and other candy manufacturing machinery. Factory located in the Middle West, 500 miles from Chicago. Box TF-771, The Manufacturing Confectioner.

THE MANUFACTURING CONFECTIONER

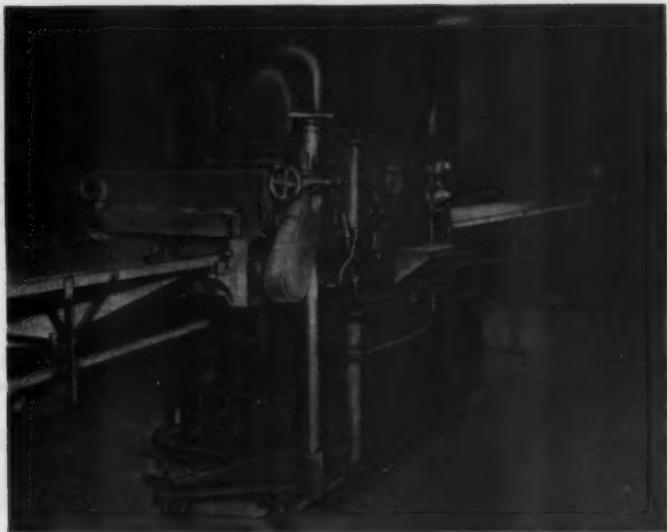
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Highly Desirable
Machinery Now
Obtainable in Time
for Your Fall Production



National Equipment 24" and 32" Chocolate Coaters
with all attachments and Cooling Tunnels

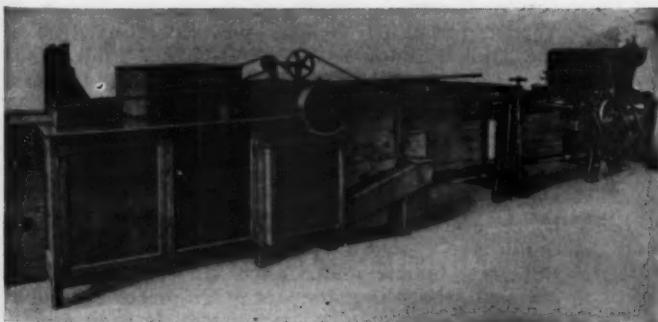
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Rebuilt
Machinery

Established 1912

- Bausman Double Disc Choc. Refining Machines with 2-500# Tempering Kettles & Jacketed interconnecting parts, all motor driven.
- 32" National Equipment Enrober with automatic temp. control de-tailer and bottom.
- 32" Cooler and Packer.
- 24" National Enrober complete.
- 16" National Enrober complete.
- 300# to 2000# Chocolate Kettles. Revolving Pans with or without coils.
- Nougat, Caramel and Jap Cutters.
- #2 National Depositor with Pumps.
- Aluminum Mould Boards.
- Electric Gyrator Starch Sifter.
- National Equipment Fully auto. Wood Mogul with AC Depositor and Hydro-Seal Pump Bars.
- 3000 Excellent Starch Trays.
- 1000# Werner Cream Syrup Cooler with Werner motor driven Jacketed 2 cylinder Cream Beater, motor driven pump and 150 gal. Jacketed Melting Kettle.
- 100 gal. Single Action Jacketed Gum Kettle.
- National Equipment Cream Breakers.
- 4-Merrow Cut-Roll Machines.
- Lichtenberg Hard Candy Plastic Machine with assortment of dies.
- 30 & 50 gal. Steam Jacketed Kettles.

UNION CONFECTIONERY MACHINERY CO., INC.
318-322 LAFAYETTE STREET
NEW YORK 12, NEW YORK
Cable Address: "CONFECMACH"



National Equipment Fully Automatic Wood Mogul with AC Depositor equipped with Hydro-Seal Pump Bars;
also 3000 excellent Starch Trays.

No Waiting!

*Immediate
Delivery*

Write or Wire Your Requirements Today



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

(Classifieds Not Subject to Agency Discount)

RATES: Line 35c (Bold Face 70c); Display (For Used Items Only)—Col. In., 1 time \$6, 2 or more \$5.

HELP WANTED (Contd.)

Wanted: Candy Maker. Man who thoroughly understands the manufacture of all types of candies to work as Assistant to Superintendent. State experience, wages desired, list of former employers and types of candies you can make. Box C-571, **The Manufacturing Confectioner.**

Candy Maker: For quality candy kitchen in Columbus, Ohio, doing retail and wholesale business. State age, former connections, types of candy you have had experience in making and salary expected. Box A-777, **The Manufacturing Confectioner.**

Good Opportunity: For a small manufacturer or skilled candymaker in Chicago with a growing candy store of high grade merchandise. Contracting arrangements with prospect of partnership. Box A-778, **The Manufacturing Confectioner.**

POSITION WANTED

Salesman: Open for Connections. Six years traveling South, Southwest, Mid-West. Retail and wholesale trade. Address Box A-7712, **The Manufacturing Confectioner.**

TRouble—

That is our specialty. Let us help to work out your difficulty. We are practical men in key positions. Wholesale or retail, production problems or formulas. We have the necessary experience to be of service in either branch. Moderate rates. Candy Specialty, 583 E. 161st St., New York, N. Y.

• **Loft Candy Corp.:** Continuing its expansion program, Loft last month opened new stores in Rockefeller Center, New York City, and in Long Branch, N. J., announces Sidney H. Berg, director of sales, advertising, and merchandising. Miss Gladys Miller is manager of the New York store, and Mrs. Nellie Britton is manager of the Long Branch store.

• **Curtiss Candy Co.:** The regular quarterly dividend of \$1.12½ per share on preferred stock, payable July 15, to stockholders of record June 30, has been declared by the board of directors, announces Otto Schnering, president.

• **Confectionery Salesmen's Club of Philadelphia:** At its June meeting, CSCP went on record as favoring Atlantic City for the 1948 National Confectioners' Salesmen's Ass'n convention. Daniel J. O'Connell, local representative of Williamson Candy Co., will be presented as the club's candidate for vice-president of the NCSA. Jack Ryweck, local representative of D. Goldenberg & Co., presided.

• **Walter Williams Candy Co.:** Occupancy of a new eight-story departmentalized plant in Oklahoma City, Okla., is announced. Started 15 years

MISCELLANEOUS

WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS

Cellophane BAGS

SHEETS • ROLLS • SHREDDINGS

Cellophane rolls in either bags 100 ft. or more

ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags, Sheets & Rolls
Tying Ribbons—All
Colors & Widths

Scotch Tape
Clear & Colors

Diamond "Cellophane" Products

Harry L. Diamond Robert I. Brown
"At Your Service"

2902 So. Michigan Ave., Chicago 16, Ill.

For Sale: 600 drums wheat malt and agri-sweet syrup; 3000 cases 6/5 honey syrup; 10,000 lbs. Cuban sugar balls; 60 60 lb. cases fancy to medium pecan pieces; 600 cases seedless raisins; 6 bbls. sweetened condensed milk 43% sugar; 50 drums vanilla syrup; 10,000 lbs. chocolate-sugar mix; 6000 cases 6/5 corn and cane blended syrup; 105,000 qals. La. cane syrup. Box A-7713, **The Manufacturing Confectioner.**

Wanted: Domestic chocolate liquor and dark chocolate coatings, any quantities. Write Box D-771, **The Manufacturing Confectioner.**

SALES LINES WANTED

Wanted: Candy and allied lines. We have 20 years sales experience in same territory of Florida, Georgia and Alabama. 3 salesmen. Hubert Brokerage Company, 210-211 Candier Bldg., Atlanta, Georgia.

Wanted: Candy and allied lines for the State of Texas, by established broker. Box K-371, **The Manufacturing Confectioner.**

Wanted: Good Package, Bulk and 5c Bars

Candy Line. Most progressive sales representative can give a complete coverage of Pennsylvania, Maryland, Delaware and Washington, D.C. M. Grunberg Assoc., 1911 Derry St., Harrisburg, Penna.

BUSINESS FOR SALE

Candy Factory for Sale: Going business in central Florida city of 50,000 on main highway. Fully equipped and in excellent condition, ideally located with frontage on highway. Address Box B-671.

FOR SALE

Candy Factory, 44 years in operation serving 15 Southern states. Excellent profit record. Established customers insure capacity operation. Sales volume approximately \$750,000 per year. Sale includes lease on building, trade name, fixed assets, good will, etc. Price \$300,000. Box A-7715, **The Manufacturing Confectioner.**

ago, Walter Williams will offer its bulk candy lines of staple selling items and count goods of one-cent and five-cent items.

• **Sweets Co. of America:** Jeff Jaffe is named assistant director of advertising for the candy and grocery divisions, announces Bert Rubin, president.

• **Glidden Co.** Tully H. Turney, has been named acting advertising manager, succeeding Elmer L. Weber, promoted to sales promotion manager of the Durkee Famous Foods Division. Frank Gerlack succeeds Mr. Turney as assistant advertising manager.

• **California Fruit Chimes Co.** At intermission time on a recent two-hour benefit radio show in San Gabriel, Calif., Bob Hope and Frank Sinatra both took time out to sample this firm's bubble gum. H. A. Marshall, owner, says he wished the stars could have visited his plant to witness local youngsters test bubble gum. Each afternoon, says Mr. Marshall, the youngsters are given pieces of bubble gum and their opinions requested. If they give a satisfactory report, the product is "in." Mr. Marshall says his lollipops also are first subjected to this critical taste-test of children who stop at the door of his plant on their way home from school.

"Confectionately Yours..."

NOT SPECIFICALLY mentioned as such, but very evidently present just the same in the "billion dollar baby" convention of NCWA, was the complementary theme of "work, work, work." More work per man hour is what America needs, advised Dr. Alfred Haake, consultant to General Motors Corp. And emphasizing who should do the work, Dr. Haake added: "God is too wise to do for us what we should do ourselves. Santa Claus only works one day a year. The government doesn't know how anyhow."

Arthur Motely, president of Parade Publication, New York, likewise called for more application. "Plans are not enough," he asserted. "They only make jobs for the person hired to draw them."

* * *

GIVING competition to the pretty girls who helped merchandise their firm's lines at NCWA's All Confectionery Exposition in candy bar wrapper dresses, drum majorette uniforms, etc., was a jovial male clown. Slipping quietly into a conversational group, he aroused much good natured bantering by suddenly flashing a tiny light on his artificial red nose.

* * *

GUESS WHO? The attractive, smiling baby on page four of NCWA's convention program is Jay Gardner McMillan, two-and-a-half-year-old son of Secretary C. M. McMillan.

* * *

MEMORY DEPT.: A reader of a Chicago paper wants to know if other readers can remember when every box of bon bons included a pair of silverlike tongs for picking up each piece.

* * *

HIGHER COSTS DEPT.: A cost-plus item gum vending machine operators along New York subways recently had to account for reads almost like a Dick Tracy "Crime Stoppers" episode. Three youths carrying a heavy canvas bag were stopped by a suspicious policeman. Bag contained 70 pounds of pennies, which someone counted and said totaled about 11,200. Questions led, in addition, to a \$90 cache of gum. Pennies and gum all came from subway vending machines, opened when the youths helped themselves to a skeleton key in a gum vending storage depot.

* * *

MORE HIGH COSTS DEPT.: A nickel American candy bar, reports NCA, costs \$300 in Chinese money.



Advertisers Index

*Ambrosia Chocolate Co.	55	Johnson Co., H. A.	June '47
Allied Chemical Products	May '47	Kalva Corp., The	May '47
*American Food Laboratories Inc.	June '47	Kavart Studios	June '47
*American Machine & Foundry Co.	44	Kohnstamm, H. & Co., Inc.	14
American Maize Products Co.	May '47	Kraft Foods Company	58
*Amsco Packaging Machinery, Inc.	42	Krieger Printing Co.	66
Angermeier, T. H. & Co.	7	Kux Machine Co.	May '47
Anheuser-Busch, Inc.	May '47	Lachman-Novasol Paper Co.	June '47
*Armour & Co.	May '47	Land O'Lakes Creameries, Inc.	June '47
Aromannia Co., Inc.	31	Lehmann Company, Inc., J. M.	May '47
*Baker, Walser & Co., Inc.	May '47	Lewis Co., D. B.	May '47
Basic Industries, Inc.	15	*Lueders Co., George	May '47
Berry Copper Works, A.	June '47	Lynch Package Machinery Corp.	May '47
*Blanke-Baer Extract and Preserving Co.	June '47	*Magnus, Mabes & Reynard, Inc.	June '47
Blumenthal Bros.	June '47	Marco Co., Inc.	May '47
Bond, John T. & Son	61	Marwyn Dairy Products Co.	June '47
Borden Company, The	June '47	*Merckens Chocolate Co., Inc.	52
Brokers' Confectionery	71, 72, 73	Midland Farm Products, Inc.	June '47
Burrell Belting Co.	47	Miller Wrapping & Sealing Machine Co.	71
California Fruit Growers Exchange	3, 17, 21	Mill River Tool Co.	4th Cover
*Camp, Wm. A., Co., Inc.	50	*Mills & Bro., Inc., Thomas	June '47
Carter Pecan Co.	61	Mohawk Ribbon Corp.	May '47
Central Soya Co., Inc.	3	Monsanto Chemical Company	22, 85
Clark Co., G. V.	June '47	National Equipment Co.	41
Cleary Corporation, W. A.	10	National Food Products Co.	62
*Clinton Industries, Inc.	June '47	National Ribbon Corporation	89
Cochrane Corporation	April '47	*Neumann—Bushee & Wolfe, Inc.	80
*Cocaine Products, Inc.	May '47	*Nulomoline Company	June '47
Columbia Can Co., Inc.	May '47	Oakite Products, Inc.	70
*Confection Machine Sales Co.	43	Package Machinery Company	June '47
Consolidated Products Co., Inc.	74	Pack-Rite Machines	May '47
Consolidated Refining Co., Inc.	Mar. '47	Page Industries, Inc.	61
*Corn Products Sales Co.	57	*Penick & Ford, Ltd., Inc.	63
Currie Manufacturing Co.	May '47	*Peter Partition Corp.	June '47
Dairyland Milk Corp.	52	*Pizer & Co., Inc., Chas.	8
Davis & Company	May '47	*Pitt & Sons Co., The C. M.	June '47
Detecto Scales, Inc.	June '47	*Polak & Schwarz, Inc.	63
Diagraph-Bradley	38	Polak's Frutal Works, Inc.	6
Diamond Cellophane Products	78	*Pulverizing Machinery Co.	Mar. '47
Dodge & Olcott, Inc.	2nd Cover	Remus, Ed. A. & Co., Inc.	92
Domestic Egg Products, Inc.	51	Republic Ribbon and Bow Co., Inc.	65
Dow Chemical Co.	78	Riegel Paper Corp.	May '47
*Dreyer, Inc., P. R.	16	*Ross & Rowe, Inc.	20
Dubin, R. M.	39	*Savage Bros. Co.	48
duPont de Nemours, Inc., E. I.	April '47	Schimmele & Co., Inc.	53
Durkee Famous Foods, Div. of Glidden Co.	11	Seaman Box Co., Inc.	67
Dyer & Company, B. W.	55	*Senneff-Herr Co., Inc.	May '47
*Economy Equipment Company	40	Simmons Dairy Products, Ltd.	62
Enox Chemical Co.	April '47	Solvay Sales Corporation	50
Equipment Finders Bureau	74	Spears Company	54
Ever Ready Label Corp.	70	Staley, A. E. Mig. Co.	19, 31
Extrin Foods, Inc.	June '47	Standard Brands, Inc.	12, 13
*Felton Chemical Company, Inc.	2nd Cover	Steel & Machinery Export Corp.	May '47
Ferbe Company	51	Stehling Co., Chas. H.	45
*Florasyath Laboratories, Inc.	59	*Sweetnam, Geo. H., Inc.	May '47
Food Materials Corp.	May '47	Swift & Co.	20
Foreign Commodities Corp.	50	*Sylvania Div., American Viscose Corp.	3d Cover
*Fritzsche Brothers, Inc.	4	Tafel Bros., Inc.	52
Fuchs & Company	June '47	Tait, R. C. Co.	54
Funsten Co., R. E.	56	Tranin Egg Products Co.	May '47
Garden Fruit Specialties Co., Inc.	63	Tri-Clover Machine Co.	37
Gaylord Container Corp.	May '47	Union Pacific Railroad	18
Glidden Company	11	Union Confectionery Machinery Co., Inc.	75
*Handler and Merckens	52	*Vacuum Candy Machinery Co.	45
Henry Co., John	68	Voorhees Rubber Mig. Co., Inc.	46
*Higgins & Co., Inc., Wm. A.	May '47	Voss Belting & Specialty Co.	38
Hildreth Co., H. L.	May '47	*Worfield Chocolate Co.	Mar. '47
Hooton Chocolate Co.	80	Weber & Moliner, Ltd.	58
Hubbert Inc., B. H. & Son	45	Wechsler, Inc., Harry	May '47
Hubinger Co., The	60	Wegner Machinery Corp.	33
Hugo Co.	May '47	*Werner, John & Sons, Inc.	36, 40
Hummel & Downing Co.	68	W-E-R Ribbon Corp.	51
I. D. Company	June '47	West Disinfecting Co.	June '47
Ideal Wrapping Machine Co.	46	Whitson Products	June '47
Wilbur-Suchard Chocolate Co., Inc.	June '47	Wilbur-Suchard Chocolate Co., Inc.	June '47
Wood & Sellick, Inc.	May '47		

*Dow offers
NEW
Powerful Insecticide



SURER DEATH TO MOST CRAWLING INSECTS IN HOMES, INSTITUTIONS AND INDUSTRIAL PLANTS

DOWKLOR is a new, powerful insecticide, now formulated by The Dow Chemical Company. It has been tested and found superior to most presently available materials. Three formulations are now offered: DOWKLOR - 20% - Oil Concentrate, DOWKLOR - 40% - Emulsifiable and DOWKLOR - 50% - Wettable for use in homes, institutions, and industrial plants, or wherever insect pests are a problem. Contact your pest control suppliers or write direct.

A FEW OF THE INSECTS CONTROLLED BY DOWKLOR

Roaches	Spiders
Ants	Ticks
Bedbugs	House Centipedes
Beetles	Grasshoppers
Silver fish	Mosquitoes
Earwigs	Flies
Fleas	and many others
Lice	

THE DOW CHEMICAL COMPANY
MIDLAND, MICHIGAN

New York • Boston • Philadelphia
 Washington • Cleveland • Detroit
 Chicago • St. Louis • Houston • San
 Francisco • Los Angeles • Seattle
 Dow Chemical of Canada, Limited,
 Toronto, Ontario

50th Anniversary
 1897-1947



Infestation Control in Candy Plants
(Continued from page 70)

or grease as well as its physical removal by rain or wash water. Then, too, when applied to refuse piles, garbage cans, or stagnant pools, it may require weekly or even daily applications. It should be emphasized, however, that residual contact space spraying is no substitute for scrupulous cleanliness and good housekeeping.

Recapitulation. As in the case of most food plant pests, killing them is an effective way of controlling them. This is particularly true of insects and especially so when infested ingredient materials are involved. In confectionery plants, for incoming ingredient materials, such as nutmeats, vault fumigation or vacuum fumigation is to be recommended.

Another comprehensive article discussing sanitation in confectionery plants appears in the October, 1946, issue of THE MANUFACTURING CONFECTIONER. Reprints of this article are available at 20 cents each. Prices for additional copies will be sent on request.

Nevertheless, effective and necessary as the killing of insects is in their control, proper and constantly maintained insect-proofing of buildings and operating departments is a dependable control practice that must not be neglected. Tight fitting screens on all windows and doors should be provided. All breeding places of insects should be either destroyed or subjected to consistent control measures. Organic refuse should be placed in metal containers with closely fitted covers. Electric screens and electric fans that create an air barrier are effective where screening is not practical as over sidewall openings for conveyors, for example. Automatic door closers are desirable for keeping doors closed at all times.

Care Urged with DDT

In concluding, permit a word about DDT. This is a remarkable insect killer—particularly of flies, mosquitoes, and bedbugs. Its effectiveness upon some roaches is limited as well as some other insects common to the confectionery plant. It is not a quick killer although a very potent insecticide with almost miraculous residual properties. It is dangerous to use around foods where their possible contamination with this insecticide might be inadvertently provided. It has its place in insect control programs but that place is certainly not within the food processing departments of confectionery plants. It is not a cure-all any more than other insecticides, germicides, disinfectants, and sanitizers will control all forms of pest life. DDT probably does have more merit as residual insect killer than most other insecticides. However, its use around any food processing establishment can be best summed up by stating that its applications should be kept outside the four walls within which any food or candy is being processed. After all, we can only consider the use of safe and effective insecticides and rodenticides. Therefore, why take any chances when the legal responsibilities are so definitely defined and widely sustained? Then too, let's remember that pest infestation control is only a part, although a vital one, in food plant sanitation. For to paraphrase John Ruskin:

"Sanitation is never an accident. It is always the result of intelligent effort. There must be a will to produce a superior article."



"GOOD PACKAGING IS BASIC SELLING"

MR. CELLOPHANE

YES, smart packaging can bring you bigger-unit candy sales. Consider this distinctive lollipop carton as an example. The bright colors of the candies make an appetizing display through the clear Sylvania Cellophane overwrap... extend a strong invitation to the customer to take not one but all 24!

Sylvania Cellophane has all the qualities needed to keep confectionery clean and sanitary. Every step in its manufacture is constantly checked. This control assures not only uniform transparency and strength, but also provides a wrapper that won't tend to stick to contents—a very important point in packaging candy.

SYLVANIA CELLOPHANE

Made only by **SYLVANIA DIVISION**
AMERICAN VISCOSA CORPORATION

Manufacturers of cellophane and other cellulose products since 1929
General Sales Office: 122 E. 42nd Street, New York 17, N. Y.

Plant: Fredericksburg, Va.



SOLID
STAINLESS
STEEL
PISTONS

PUMP BARS

NO
GROOVES
NO
WASHERS

Scientifically Designed

WATER SEALED PUMP BARS FOR MOGUL DEPOSITORS—ALL SIZES— SINGLE-DOUBLE--TRIPLE-QUADRUPLE

These finer, more efficient Pump Bars are the last word in workmanship, design and performance. Made of the finest quality bronze with separate inlet and outlet valve slides of stainless steel. They represent the outcome of years of engineering experience in building candy machinery and will outperform any bar on the market today.

Non-Clogging

Due to the separate inlet and outlet, the candy flows from the tank directly into the pumps without the necessity of going through the rather circuitous route of the ordinary type of bar where the candy passes through a hole to a channel in the valve slide, then along this channel to the under side of the pump, then up into the pump.

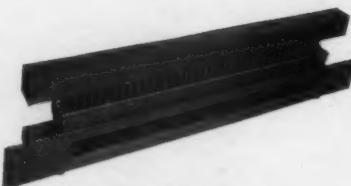
Accurate Weights

—are assured because of the free flow of candy to the pump, and also because of the precision with which the bars are built. Only the finest quality of material is used. This is watched very carefully in our shop.

Made in a shop accustomed to precision work, these bars should outwear and out-perform all other types made.



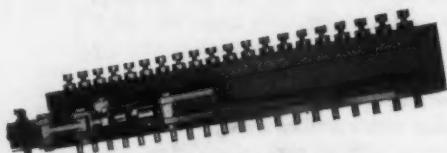
SINGLE BAR



TRIPLE BAR—REAR



TRIPLE BAR—FRONT



BAR AS USED ON THE NO. 2 DEPOSITOR

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